

THE NATIONAL

Provisioner

APRIL 26, 1958

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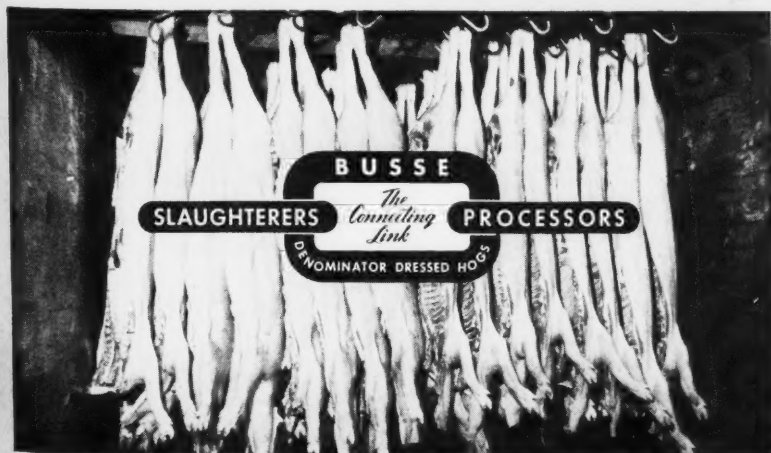


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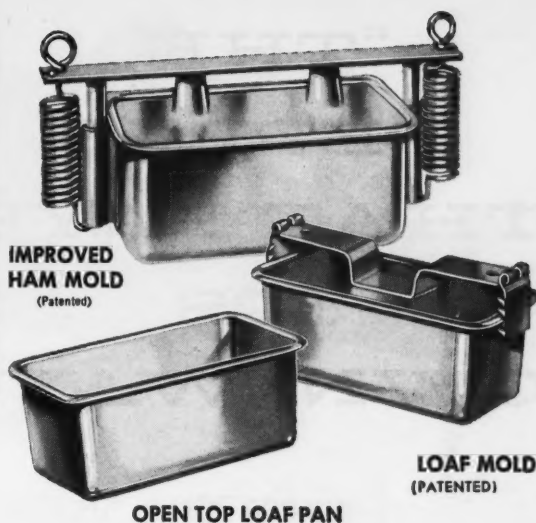
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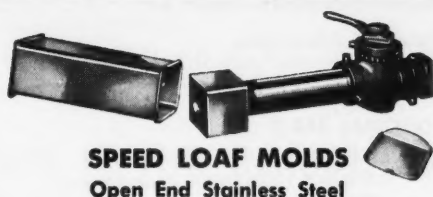
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Saves time and labor in cleaning, handling and stuffing. Both ends open for quick removal of loaf.



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THE NATIONAL PROVISIONER, APRIL 26, 1958



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THE NATIONAL

Provisioner

VOLUME 138

APRIL 26, 1958

NUMBER 17

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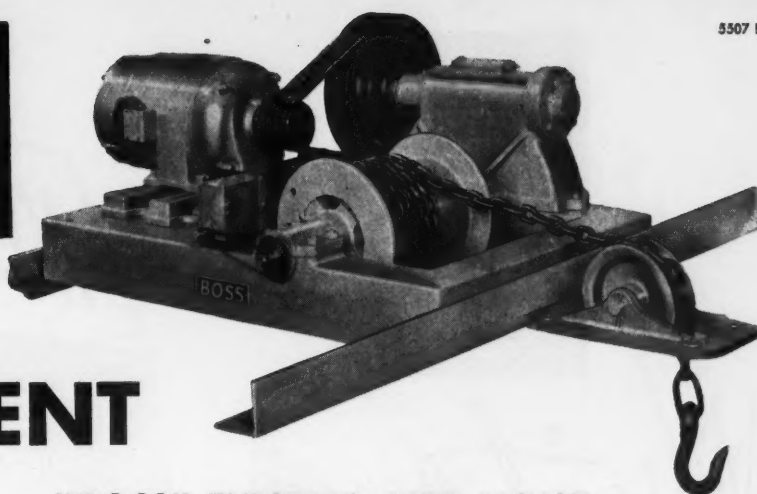
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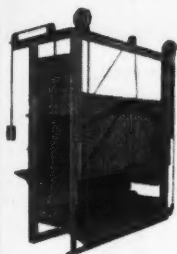
7½ H.P. motor at a speed of 120 feet per minute. Lift capacity is 2000 pounds at these speeds.

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THIS IS THE COMBINATION THAT CUTS YOUR COSTS

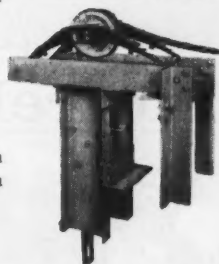
Exhaustive tests and years of study have gone into each and every unit of "BOSS" Beef Equipment and Machinery. The many improved and patented features can increase production and decrease costs.

"BOSS" Knocking Pen



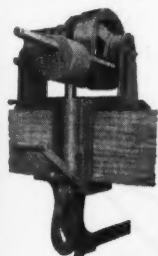
"BOSS" Knocking Pens, single, double, or tandem, position the animals properly for knocking and discharge the stunned animals to the dry area without manual assistance.

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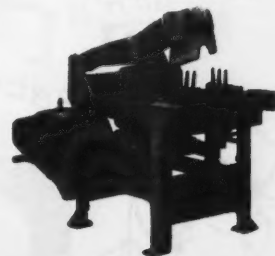
"BOSS" Landing Device for smooth and positive transfer of animal from hoist to rail.

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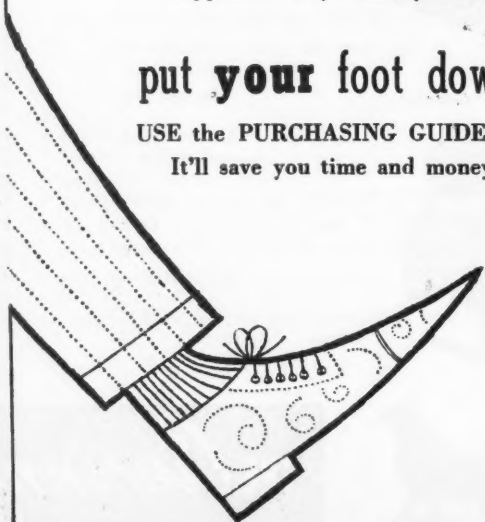


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News and Views

THE NATIONAL

PROVISIONER

VOL. 138 No. 17

APRIL 26, 1958

Concurrent Chaos

is about the happiest description of the condition that would prevail in the meat packing industry under the bill which the Senate agriculture committee voted to report this week in trying to resolve the question of whether regulatory jurisdiction over the industry should stay with the U. S. Department of Agriculture or go to the Federal Trade Commission.

The committee's cynicism about the worth of its hermaphrodite child can be seen in the three-year limit suggested for its life. Instead of choosing one of the available bills which would modernize the regulation of the industry, but keep it under the jurisdiction of the government agency most familiar with its problems and operations, the committee chose to repeat that old shilly-shally:

"Yes, my darling daughter . . .

But don't go near the water."

Guiding a business in conformity with the rules, principles and human foibles of one government agency is not an easy task, but such difficulties will be squared rather than doubled by the addition of a second "master."

Only a very courageous packer will dare to display much competitive initiative when he knows that one umpire may call him "out," even though he may be "safe" in the eyes of the other.

We hope that the Senate and the House will refuse to endanger the welfare of an industry serving millions of producers and consumers, and will put concurrent jurisdiction where it belongs—in the wastebasket.

Newly-Elected president and chairman of the board of the National Independent Meat Packers Association is T. H. (Ted) Broecker, The Klarer Co., Louisville, who was chosen at NIMPA's 17th annual meeting that ended in Chicago this week. Chris E. Finkbeiner of Little Rock Packing Co., Little Rock, Ark., retiring from the top NIMPA posts after four terms, was elected to the new position of honorary chairman of the board. J. B. Hawkins, Lykes Bros., Inc., Tampa, Fla., was re-elected as first vice president and vice chairman of the board, and Floyd Segel, Wisconsin Packing Co., Milwaukee, was named to the newly-created office of second vice president. NIMPA retained W. L. Medford, Medford's, Inc., Chester, Pa., as treasurer, John A. Killick as executive secretary and E. H. Pewett of Weaver & Glassie, Washington, D. C., as general counsel. Divisional vice presidents who took office at the annual meeting are: Central, Alan J. Braun, The Braun Bros. Packing Co., Troy, O.; Eastern, John Krauss, John Krauss, Inc., Jamaica, N. Y.; Midwestern, Edward W. Olszewski, American Packing Co., St. Louis; Southern, Robert L. Redfearn, Pioneer Provision Co., Atlanta, Ga., and Southwestern, D. J. Twedell, Houston Packing Co., Houston, Tex.

A board of trustees was appointed for NIMPA's Wilbur LaRoe Jr. Foundation. The trustees are: Wells Hunt, Hygrade Food Products Corp., Detroit; John E. Thompson, Reliable Packing Co., Chicago; Frank Thompson, Southern Foods, Inc., Columbus, Ga.; George Heil, Heil Packing Co., St. Louis; Herbert Rumsey, Tobin Packing Co., Inc., Rochester, N. Y.; Floyd Segel and W. L. Medford. A complete report on the NIMPA convention will appear in the NP of May 3.

A Modified O'Mahoney-Watkins bill (S-1356) approved by the Senate agriculture committee this week would give to the Federal Trade Commission and the Secretary of Agriculture concurrent jurisdiction over trade practices with respect to meat, meat food products, livestock products in unmanufactured form, poultry and poultry products. The Secretary of Agriculture would have exclusive jurisdiction over stockyards and livestock and live poultry transactions, and the FTC would be given exclusive jurisdiction over trade practices with respect to commodities other than those over which it would share authority with the Secretary. Concurrent jurisdiction would be for a period of three years, which could be extended at the discretion of Congress. The Western States Meat Packers Association and the American Meat Institute have taken opposite stands in regard to the proposal for concurrent jurisdiction. WSMAPA, which has been advocating transfer of authority over merchandising practices to the FTC, indicated this week that concurrent jurisdiction probably would prove to be acceptable to the association. The AMI said it opposes FTC jurisdiction over the industry, whether concurrent or otherwise.

The Agricultural appropriations bill (HR-11767) passed by the Senate this week allotted \$17,326,000 for meat inspection during the 1959 fiscal year, pending the receipt at a later date of a supplementary appropriation request. The industry has been seeking \$19,202,184 for meat inspection. The Senate appropriations committee's report on meat inspection said: "The committee recommends an appropriation of \$17,326,000, the budget estimate and the amount in the House bill, which is an increase of \$500,000 over fiscal 1958. The committee was requested to increase this item by several interested persons and organizations. It is understood from testimony given by departmental officials that additional funds will be required, and requested in the proposed supplemental for fiscal 1959. Pending this study by the Department, the committee does not recommend additional funds at this time."

PRODUCTIVITY GAIN Scored by Stoppenbach Wisconsin Plant



ABOVE: Stoppenbach president Franz Tensfeldt is photographed alongside an aerial view of the Wisconsin packinghouse. LEFT: Photo taken from top of plant proper shows the building's setting and the livestock unloading and weighing facilities added during the company's most recent construction program.

OPERATING improvements effected within the past year at the Stoppenbach Sausage Co. of Jefferson, Wis., including a series of equipment additions and method revisions, have increased the overall productivity of the plant, reports Franz Tensfeldt, president.

Although the bulk of the firm's business is done in fresh beef, most of the changes were made in connection with sausage and smoked meat operations. These were made necessary, in large degree, by the ever-increasing demand for self-service type packaging, says R. M. "Babe" Berkley, sales manager.

The firm built a two-story addition to its central building and in it regrouped its sausage manufacturing and smoking operations.

A key piece of equipment installed in the enlarged manufacturing room is a Presto cutter and management is well pleased with the performance of this emulsifying machine. Previously the chopper man worked virtually all day to keep pace with the requirements of the plant's five stuffers. Now this operator frequently has all the meat chopped out by noon. On one day, for example, he started at 8:30 a.m. and by 11:15 had chopped 20,000 lbs. of meat.

A very fine emulsion, such as is required for bologna, can be produced by adding ice to the meat, but normally only water is used in chopping, asserts Jim Pittington, sausage super-

intendent. Any predetermined amount of water is added to a batch by the machine which has a gauge registering the moisture addition. This assures uniformity in juiciness for a product and eliminates the variations

that might occur if addition of water were left to chopper's judgment.

The sausage room claims that approximately 5 per cent more fat meat, such as jowl meat or regular pork trimmings, can be added to an emulsion without impairing the binding quality of the mixture or risking fat pockets. Batches containing more than 50 per cent fat meat have been produced in test runs, declares Louis Offner, assistant to the president, and for 21 years the sausage maker for the Wisconsin plant.

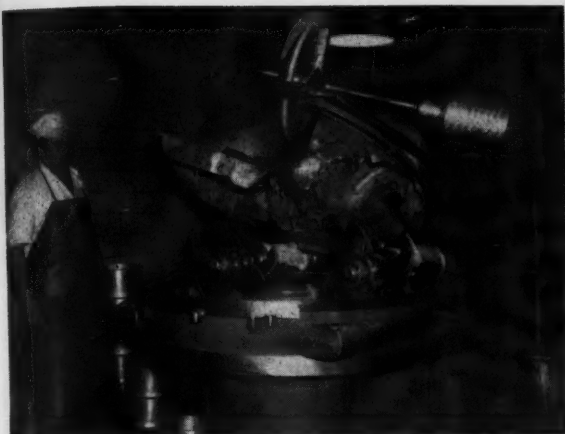
The machine has two knife spindles with two sets of knives and blends the seasoning and cure so that the emulsion is moved directly to the stuffers. Since both the bowl and knife spindles have two speeds, the machine is said to be effective in preparing coarse ground meat, such as that used in Polish sausage, from fresh material. The coarse-cut meat is stuffed with no additional handling, says Pittington.

When frozen meat is used the slices are placed directly in the bowl which is operating at high speed while the knives are operating at low speed. The combination of these two speeds feeds the meat chunks under the knife blades with no bunching at the hood port, reports F. Sindermann, sausage maker. The hood is lifted mechanically for quick cleaning during changeovers, at the end of the day and for knife replacement.

Product temperature rises only



UPPER PHOTO shows the conveyerized boning operation which has minimized unproductive handling. IN BOTTOM PICTURE an operator is lifting the lid of a machine for infusing bellies with curing pickle.



SAUSAGE MAKER F. Sindermann presses button to lift the hood of the new Presto chopper equipped with contra-rotating knives.



HALF A DAY'S operation of the cutter at left prepares enough meat to keep the company's five stuffing tables going for the day.

about 5° F. during the chopping operation, Sindermann reports.

The stuffing room is equipped with a Presto automatic linker which turns out link products to desired weights. The machine has eliminated the need for hand linking and materially increased productivity at the stuffing table, comments Pittington.

In its curing cellar the firm has added a Presco cure infuser. With this machine, one man handles belly infusion. He removes a green belly from a flat truck, places it in the unit and presses down on the lid handle, forcing the belly down onto the 66 stainless needles which fill the cut with pickle. The operator then inserts the stainless steel combs for hanging.

All consumer packaging operations have been expanded. The sliced bacon department has been remodeled and a heavy duty U. S. slicer installed. Much of the firm's sliced bacon is now produced in thick slice form, reports Berkley, who observes that the pronounced flavor appeals to many customers.

New Cryovac equipment is housed in a new cooler where items such as

butts are packaged. The packaging machine is a table top unit which greatly reduces the operator's effort with a consequent increase in productivity. The unit has a red light that warns when the crimping cycle is about to start.

In the main packaging room the equipment has been rearranged so that the streams of packaged product converge at a central boxing station. The two main lines are arranged in an "L" shape. The frankfurts and loaf packaging operations are located along the stem of the "L" while the sliced sausage operation is on the base. The stem consists of a web conveyor running between two stainless steel work tables with a Linker peeler at the head. The peeled frankfurts are grouped by count and placed in "U"-shape stainless steel holders in which they move via the belt to the check weighers and packers. The "U" holders travel in an upright position. After checking the weight, the operator slides the frankfurts onto a printed cellophane sheet, places a greaseproof white board on top, tucks the sheet sides over the board and passes the

unit under the Great Lakes conveyor sealer. Two operators use the same sealer. The sealed packages discharge onto the conveyor and continue to the boxing station.

The "U" holder eliminates extra handling of product, asserts Pittington, since the links are quickly squared once they have been inserted in the holder. The check weighers pick up the holder, thus avoiding several handling efforts that they would make if the links came to them loose. Furthermore, the links are pushed as a unit onto the film which again avoids the grouping and squaring of individual links.

A Visking Tite-Wrap machine which is used for packaging loaf products in Visten film is located across from the conveyor sealer. An infra-red bulb provides heat from above the mechanical fingers which stretch the film to facilitate stretching. The neck of the pouch is sealed on a Great Lakes table top plate sealer and the package placed on the web belt for movement to the central boxing station.

The base of the L is employed for

PHOTOGRAPH below shows line for vacuum packaging of sliced luncheon meats.



TABLE top vacuum seal-crimp unit and shrink tunnel.



packing sliced sausage. Products are sliced on two U. S. units, check weighed, pouched and then vacuum sealed with a Vac-U-Pak sealer which handles four pouches per cycle. Sealing is completely automatic; the operator positions the pouches, brings the vacuum head down, waits for completion of the cycle and removes the pouches which are then inserted by a second operator in an open window carton. The carton is passed to the central boxing station.

The firm also uses the machine to bleed an inert gas into pouches holding sliced dried beef, etc.

With the above equipment layout one operator packs the output from three lines into shipping cartons or onto a shelf truck. Furthermore, the material handlers have only one location to which they bring the fibre-board shipping boxes and from which they remove the boxed items.

Consolidation of movement also was employed in redesigning order assembly. This operation was engineered for the packer by Food Management, Inc. Whereas, formerly each individual order was "chased" by a runner, the orders are now assembled in a continuous pattern as they move on roller conveyors past product stations. The assembled order is conveyed on a Rapids-Standard unit onto the loading dock where the railed meat also converges. The revised order assembly arrangement constitutes a marked improvement over the old setup, says Tensfeldt.

Other improvements completed within the last year include the installation of a belt conveyor for beef boning. This operation was also engineered by Food Management. One man breaks the quarters into rough cuts for the butchers, and the conveyor carries them to the butcher work stations. The breakdown man, who works with a B & D portable saw, also removes the shoulder clod and loin strip. The finished product and trimmings move on the same belt to a central packoff station where one man places them in the proper box or barrel. The elimination of needless handling has increased productivity, observes Tensfeldt.

In revamping the beef holding cooler, the rail height was raised and Gebhardt ceiling units were installed above the rails. Management reports that the relocation of rails and cooling units has increased refrigeration efficiency and made handling easier.

A new livestock receiving dock and scale office were added to the firm's yard. Tensfeldt raises some of the firm's beef on a 1,100-acre ranch.

During the last year many of the



IN SPICE ROOM, sausage superintendent Jim Pittington confers with Louis Offner, assistant to the president of the company.

firm's packages have been redesigned by its advertising agency, Fessel/Seigfriedt, Inc. The firm has made extensive use of outdoor billboards during the past year. The board posters are individualized versions of the material developed under the NIMPA cooperative advertising program.

In a market area that has gone "baseball happy" since the Braves moved into Milwaukee, the firm uses a unique promotional method to exploit this interest. It sells a Stoppenbach sausage package order consisting of 100 lbs. of the firm's products. The merchant purchasing this unit gets a ticket voucher good for two tickets to any of the Braves' home games. He signs the voucher and the ball park's ticket window honors it. The ball club periodically bills the packer for the number of tickets issued. Virtually 100 per cent of the vouchers are cashed, reports Berkley. He states that it is an effective way in which to introduce the complete line of the firm's products to dealers.

Jersey Meat Inspection Legislation Is Advocated

Two bills pending in the New Jersey legislature would eliminate thousands of pounds of uninspected meat from markets in the state, according to Dr. Armour C. Wood, chairman of the legislation committee of the Veterinary Medical Association of New Jersey.

"It is up to the consumers and the general public," Wood declared recently. "If they want proper meat and poultry inspection, they must let their legislators know at once that they wish to have Assembly Bill 456 and Senate Bill 167 enacted into law this year."

Noting that the veterinary group had gone on record in support of the bills, Wood said they would "provide

the consumers of New Jersey with meat and poultry that has been government inspected by civil service employes of the state department of health or local health departments as an assurance of purity and wholesomeness."

Wood asserted that as many as 5,000 animals and birds that would be condemned under the proposed legislation may now be consumed annually by the state's residents. He said the bills "will close a definite gap in our public health consumer protection" and will cost less than 10c per person per year.

MID Limits Use of Beef Cheek Meat in Hamburger

The use of beef cheek meat in hamburger, chopped beef and fabricated beef steaks will be limited by the Meat Inspection Division, effective July 1, according to MID Memorandum No. 259.

The addition of large amounts of chopped beef cheek meat to hamburger, chooped beef and fabricated beef steaks produces products having physical characteristics substantially different from those normally expected in such items, the memorandum explains.

"Accordingly, when beef cheek meat (trimmed beef cheeks) is used in the preparation of hamburger, chopped beef and fabricated beef steaks, the amount shall be limited to 25 per cent of the meat ingredient, and its presence shall be declared on the label either as a part of the name of product or in an ingredient statement.

"To provide an opportunity for adjustment of label inventories, the effective date of this memorandum is July 1, 1959."

13 Plead Guilty to Hog Weight Fraud Indictments

Thirteen former livestock dealers at the Indianapolis stockyards pleaded guilty recently to federal grand jury indictments charging them with conspiracy to falsify hog weights. Two other defendants pleaded not guilty.

Those entering guilty pleas in U. S. District Court in Indianapolis were: Charles J. Renard, Fred DeBoer, Thomas D. Graves, Harry Herrell, Maxwell Herrell, Wayne W. McGuire, Orville E. Miller, Marvin Miller, Albert Smith, Clyde E. Andrews, Paul C. Beckner, William A. Martin and Dean Spencer.

Pleading innocent to the indictments were J. Wallace Copeland and Walter J. Nolte.

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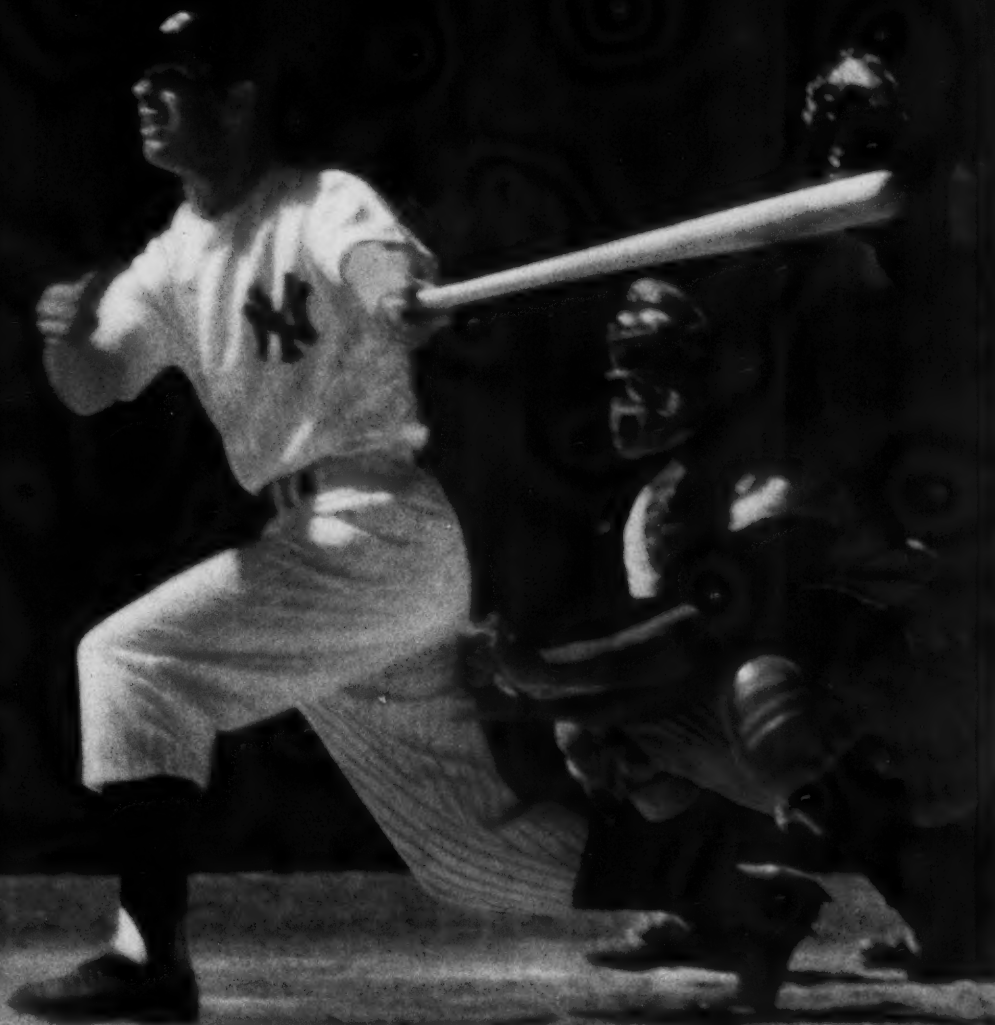
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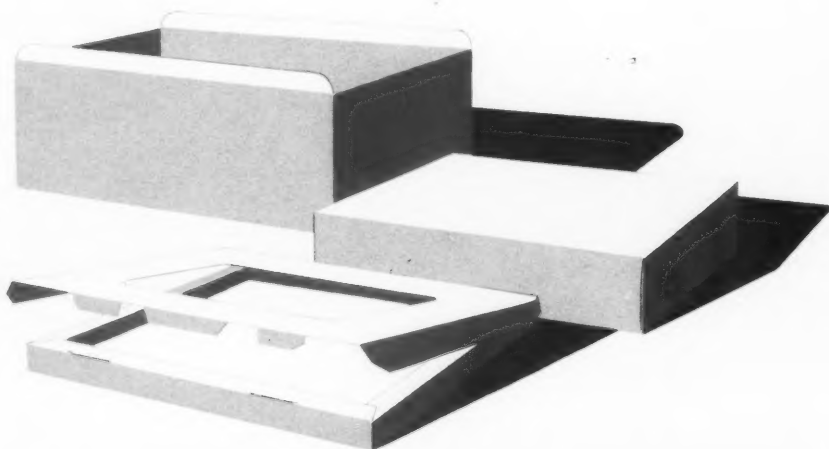
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PANELISTS in cost reduction discussion were: association president Clarence Becker, Becker Meat & Provision Co., Milwaukee; E. M. Rosenthal of Standard Meat Co., Fort Worth; Sam Stein of Grill Meats, Inc., Sandusky; Gerry Sayell of Pfaltzer Brothers, Inc., Chicago, and Fred Bradley, Vaunclair Purveyors, Ltd., Toronto.



MEMBERS of credit control panel: Alvin Brangartner of Grill Meats, Inc., Sandusky; Joseph Madine of George Schaefer & Sons, Inc., New York, N.Y.; Paul Simon, Simon-Pure Food Products, Inc., Passaic, N.J., and George Shenson, H. Shenson Meat Co., San Francisco. Group cited ways to keep bad debts down.

Purveyors Examine Costs, Credit and Personnel

COST reduction in the areas of production and credit, methods of building an effective management team and the motivation of salesmen were among the topics discussed at a two-day management clinic sponsored by the National Association of Hotel and Restaurant Meat Purveyors in Chicago's Sheraton-Blackstone hotel this week.

Speaking on the production cost-cutting panel, E. M. "Manny" Rosenthal, vice president and general manager of Standard Meat Co., Ft. Worth, reported that the standardization of prefabricated steaks and cuts permits the scheduling of production. Management analyzed its steak orders and found that they fell into definite weight ranges. It concluded that there was no point in trying to produce these "standard" items on order, with resultant peaks and valleys in production. Standard steaks now account for about 90 per cent of the firm's steak volume.

Rosenthal observed that at times it is economically sound to pass up some business to attain order in the boning-butcher operations. Virtually all of the concern's customers have accepted the standard frozen prefabricated steak.

The company has devised techniques for mass-producing such items as bacon wrapped fillets, club steaks, strip steaks, lamb chops, etc. The increase in productivity makes such programming a worthwhile effort, the Texan observed.

Mass production takes advantage of various machines, such as the Lebo Press, the Anco slicer and conveyor, breasting machines and Cryovac units.

While the firm can purchase most of its equipment from suppliers, it has sometimes fabricated machinery to meet special needs.

Rosenthal said that good records help to pinpoint the high cost areas in which cost reductions can be made. Management must be willing to try new ideas if it is to progress. New techniques should not be copies of another plant's procedures, but should be developed to add profit potential. Standard Meat Co. tries virtually all the new ideas that call for a limited expenditure. The few that are successful pay off handsomely.

In figuring the cost of patties, the various sizes, such as 2-, 3-, and 4-oz., are averaged as to cost. The patties are sheeted in Cryovac film,

Sam Stein, president of Grill Meats, Inc., Sandusky, said that in his plant fabricated items intended for freez-

ing are placed in a fiberboard box lined with 40-lb. waxed KVP die-cut paper which is folded over each successive layer.

If a customer objects to a frozen product, one way to secure his cooperation is to establish a price differential in favor of the frozen items, one purveyor asserted.

Several participants in the discussion reported that the cost of packaging boneless cuts by the Cryovac method averages 2c per lb. If a customer does not want a cut aged in a pouch, removing it from the bag and holding it overnight brings back the meat color, said Fred Bradley, Vaunclair Purveyors, Ltd., Toronto.

Rosenthal commented that the total cost of tenderizing meat is 8.8c per pound in his plant.

It was generally agreed by the group that it does not pay to package cow cuts for ageing since the cost cannot be recaptured.

Ellard Pfaltzer, jr., Pfaltzer Brothers, Inc., Chicago, reported that in a veal leg packaging test a leg pouched in Cryovac possessed excellent color at the end of a 16-day holding period and suffered only 1 oz. shrinkage, whereas an unpouched leg had a shriveled and darkened surface and shrank 1.68 lbs. Both test legs were from the same carcass and weighed 24 lbs. each.

DELIVERY: By shifting to wire delivery baskets his firm saved \$9,000 in delivery expense in the period from April, 1957 to April, 1958, reported Bradley of Vaunclair. Since most of the product moving from the Canadian plant is wrapped, boxed or pouched, management felt that the



NEED FOR CONTINUOUS sales training was stressed by John Gaydos, Grill Meats, Inc., Sandusky, and Lloyd Hatoff, sales manager of Oakland Meat Co., Chicago.

baskets would satisfactorily hold these packaged items. The system was tried with key accounts and, upon acceptance by them, was extended to cover all customers. The firm purchased 300 baskets at \$5 each and in a year's operation has lost only six baskets. The concern estimates the baskets are



THE KEY to what a man will do is what he has done, emphasized Dr. Robert N. McMurry, McMurry, Hamstra & Co., Chicago.

good for 1,000 delivery trips, which reduces the container cost per delivery to $\frac{1}{2}$ ¢. Each driver is held accountable for the baskets he delivers. He initials the shipping ticket listing the number of baskets loaded on his truck and, in turn, his returns are verified by the receiving clerk. If he loses a basket he is charged \$5. An additional advantage is that eight to 12 baskets can be loaded onto a skid and moved as a unit onto the loading dock.

Installation of Underwood Samas 21-column punch card accounting equipment has greatly simplified the task of keeping proper cost records on items processed at Vaunclair's. Even in a relatively small business, a purveyor has many items that require different amounts of labor, supplies, etc. With machine records it is possible to get specific information on product costs, inventory levels, etc. The machines are also used on the firm's accounts receivable. Since the age of any account is apparent, the firm has been able to reduce its outstanding receivables by approximately 20 per cent.

Armin Spoo, Vaunclair's comptroller, said that the cost of compiling the information is nominal and, most important, management is provided with current records that are helpful in policy-making.

Equipment breakdowns cost big money since they generally idle a whole crew and require emergency repairs, asserted Gerry Sayell of Pfaelzer Brothers, who suggested that a preventative maintenance program should be established with regular inspection of grinders, patty machines,

saws, scales, etc. Equipment that is flexible and can be used for several operations should be purchased whenever possible.

Sayell suggested that while maximum use should be made of materials handling equipment, it should be installed only after careful study. One purveyor put in a conveyor system from the production department to the shipping dock, where no provision was made for handling the oncoming material. The result was a bottleneck that took three months to untangle, Sayell reported.

The Pfaelzer representative declared that clear channels of communication should always exist between top and line management. At the Pfaelzer plant regular meetings of production, administrative and sales representatives are held to establish company policy, discuss union problems and review operating procedures used in the plant.

Sayell asserted that the best results appear when all the members of the plant force are transformed from a group of people into a team doing a job. Pfaelzer management strives to make the employees quality conscious, not only with respect to the product, but also as to handling, packaging and service. Payroll enclosures and bulletin boards are used to display ads and other promotional material to show the employees what the firm is trying to accomplish. Costs of cartons, sheets of wax paper, plastic bags and other supplies are posted on the bulletin board.

CREDIT: Constant credit follow-up, even though it is annoying to salesmen, is the key to keeping bad debt losses at a minimum, commented Paul Simon, president, Simon-Pure Food Products, Inc., Passaic, N. J. In his organization the salesmen do the followup work. The salesman is given a ledger sheet summary of his customers each week so that he knows how much is due from each account. If any customer is beginning to slip in his payments, a special notice is given to the salesman to call his attention to the delinquency. The salesmen try to collect the amount past due. Any time a customer passes two checks that bounce, he is put on a C.O.D. basis.

All Grill Meats driver-salesmen have credit rate cards on their customers, said Alvin Brengartner, credit manager of the Sandusky firm. The salesmen collect for merchandise delivered so that credit is held to a minimum. The credit cards list the limits of payment rather than money amounts.

In a letter to the credit group, Eddie Williams of Williams Meat Co.,

Kansas City, Kan., recommended that each purveyor hire a credit manager and then allow him to make all credit decisions. There is no point in hiring a credit manager and then overruling him, Williams commented, and added that this hands-off policy has paid, for his firm had a debt loss of only \$2,500 on \$7,000,000 in credit business last year.

SALES TRAINING: In training salesmen, management must be prepared to act slowly and consistently, said Dr. Kenneth B. Haas, chairman, department of marketing, Loyola University, Chicago, who was at one time a salesman with Ziegler Meat Co., Pittsburgh. The mind is not a jug or sponge that can be filled quickly with knowledge, but rather is like a stone that must be worn thin. Motivation must be expressed in terms of the benefit to the individual salesman. Training should be based on the "show 'em how" method since visual presentation has nine times the attention impact of the spoken word and is remembered much longer.

About 70 per cent of any sales



DR. KENNETH B. HAAS, chairman, department of marketing, Loyola University, Chicago, stressed the need for a visual and personalized training program for salesmen.

group need training and will respond to it, he declared. Training must be done within the framework of established emotional appeal principles of:

- 1) Like the boss. This does not mean looseness of discipline, but rather a friendly and gracious manner on the part of the boss.
- 2) Recognition. Good performance should always be recognized even in salesmen whom management may not like. Recognition should be honest and not flattery.
- 3) The salesman must know what goes on. This is the surest way to stop the gossip line that is certain to corrode morale.
- 4) The salesman must have a feel-

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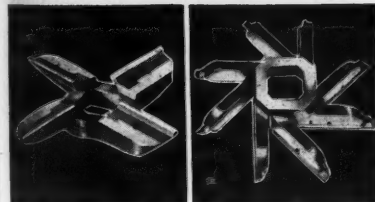
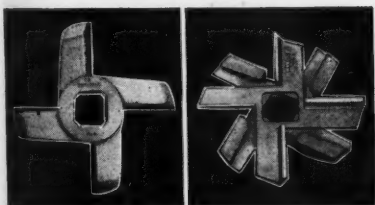
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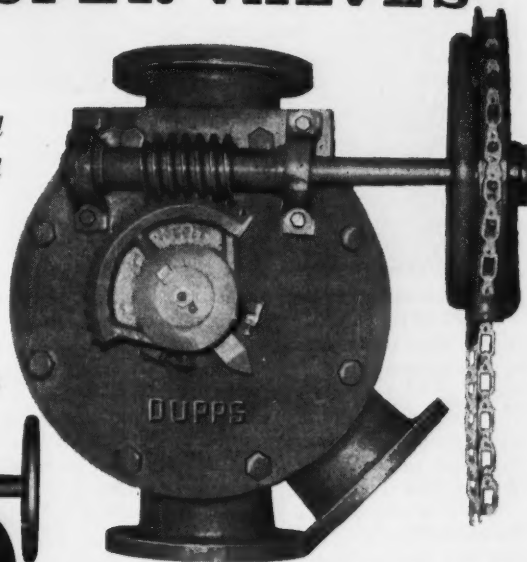
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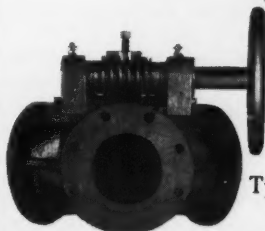
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Type 8-A



Type 8

Engineered particularly for use in raw material blow lines—available in two models, Series 8, Series 8-A. Both models are lubricated plug type valves with close grain, accurately machined cast iron bodies and plugs.

Made in 6" pipe size only with all flanges faced and drilled to 6"-125 psi flange dimensions. Plug ports are full 6" standard pipe area with long radius curves to minimize plugging and line friction. Steel cover plates are used to maintain accurate alignment between the working parts. Plugs are rotated by means of a steel worm meshed with a cast worm wheel segment for easy operation. Steel worm is cut integral with the shaft and turns in anti-friction bearings which are mounted on the top cover plate. Standard equipment includes a handwheel to operate the worm shaft. For remote operation a chain wheel attachment is available at extra cost. A pointer on the worm wheel segment indicates positively the port through which the material will travel. Stops are provided to accurately index the position of the plug so that when one outlet port is open the other outlet port is fully closed. Pressure lubrication fittings are provided and the lubricant serves also as a seal between the plug and body. This seal will hold normal cooking pressure (or vacuum) but is not intended for high internal pressure work. Construction of the valves makes them suitable for operation in any position.

The #8 Valve shown on the left has 3 ports located 120° apart. This is the more compact unit—usually used where few cookers are to be serviced. Weight 475 lbs.

The #8-A Valve illustrated on the right has 3 ports located as shown with the outlet ports being 45° apart and is recommended for use in multiple cooker installations. This unit eliminates the plug formed when a lateral fitting is used with two conventional valves and costs less than such a combination. Weight 650 lbs.

Write

THE DUPPS CO. Germantown, Ohio

ing that he belongs to the group.

5) The salesman must be given the opportunity of expressing himself. His sales efforts should be guided and assisted, but they should be his own work.

6) Pride of job and company must be instilled in him.

The successful salesman is one who knows more than anyone else about his prospects, his competition, his products, his customers and his own operating problems, asserted John E. Caydos, vice president and sales manager of Grill Meats.

Sales training is a never-ending job at Grill Meats. A half-hour meeting is held each morning to get salesmen in the proper frame of mind. Semi-monthly and quarterly meetings are held at which more serious aspects of sales work are discussed.

EMPLOYEE SELECTION: Every person hired represents an investment by the company, Dr. Robert N. McMurry of McMurry, Hamstra & Co., Chicago management consulting firm, emphasized in his Saturday afternoon discussion on "Building an Effective Management Team."

The cost of putting a salesman on the payroll, training him, supervising him and paying him before he becomes fully productive probably amounts to about \$5,000 in the first year, Dr. McMurry said. The investment in a girl in the packaging department is about \$1,000. When an employee leaves the company, the training investment is totally lost.

"Selection is prediction," he continued. "When you offer Joe Doakes a job, you're predicting that he'll stay with you, be aggressive, well-liked, etc. Sound prediction must be based on facts."

How to get facts about a prospective employee, or one being considered for promotion, was explained in a step-by-step presentation, illustrated with slides, tape recordings and interview demonstrations.

"The key to what a man *will* do is what he *has* done," Dr. McMurry asserted. "Basic habits, such as stability, industry, perseverance, loyalty, ability to get along, leadership and self-reliance, rarely change."

The first step in filling a particular job is to know what you're looking for, the speaker said. He recommended the preparation of a "position analysis," including such information as job title, duties, degree of supervision, number of subordinates, authority, salary, incentives, special qualities needed by that individual, degree of pressure under which he must work and position to which the job will lead.



FAMILY TEAMS at the meeting included Ellard, jr. and Ellard Pfaelzer, sr., Pfaelzer Brothers, Inc., Chicago; Peter H. and Robert Petersen, Petersen-Owens Inc., New York City, and Tom and John R. Virgin, Metropolitan Meat Supply Co., Detroit.

The second step is sound selection of the employee, preferably from within the company if possible. However, the employer frequently will have to go outside for his management team since a man content to stay in a routine job within his own company probably doesn't have the qualifications for the higher position, Dr. McMurry said.

The management consultant said his firm has found that newspaper "call in" ads attract better prospects than those usually available through employment agencies. He warned, however, that the employer probably will have to screen ten persons to fill one plant opening, 20 for office help, 50 for a salesman and more than 100 for a position at the level of sales manager or superintendent. About half the prospects can be screened out on the basis of the initial telephone interview, he said.

Next, Dr. McMurry recommended that the prospects fill out application forms, which will provide the basis for further screening, give necessary information for company records and furnish the names of superiors on previous jobs. Telephone checks of the applicant's former immediate superiors are the best method to find out whether he has told the truth about his previous jobs and to obtain additional favorable and unfavorable facts about him, Dr. McMurry said. "References are a waste of time," he declared. "Almost anyone has three friends who will lie for him."

Telephoning the former superiors has several advantages, Dr. McMurry said: 1) Information is obtained prior to the interview; 2) Contact is made with the right person. 3) People will say what they won't put in writing; 4) Voice inflections give clues, and 5) The employer can ask followup questions.

Applicants still in the running then should be given short mental ability tests to screen out the morons and

the geniuses, Dr. McMurry said. Those who fall in the middle range of intelligence will be called in for the "patterned interview," which includes a systematic series of questions aimed at getting and interpreting the facts and minimizing personal biases and prejudices. Of the original 100 applicants who answered the newspaper ad, fewer than a half dozen actually will be interviewed, Dr. McMurry estimated. The employer then matches the applicants against the specific job and makes his projection and selection.

"You won't get a perfect match," Dr. McMurry advised, "but this system will take the 'guesswork' out of hiring."

A careful appraisal also is necessary to determine who is promotable within the company and to what position, the management consultant pointed out. He mentioned 16 separate sources of error in the common method of employee rating by a superior, including personal bias, unwillingness to take the necessary time, lack of uniform standards and lack of analytical ability on the part of the rater. He recommended a "patterned merit review" in which a professional interviewer sits down with the superior and asks him questions about his subordinates.

The superior is forced to analyze his subordinate in 37 facets and often then sees him in a different light, Dr. McMurry said. Independent ratings should be obtained from two or more raters.

"Why go to all this trouble?" Dr. McMurry asked, and then answered: "Mistakes can be extremely costly, not only to the business but also to the individual himself. The worst mistake is promoting a man over his head."

More than 100 executives from 46 firms in 24 states attended the clinic, according to Harry Rudnick, secretary-treasurer of the association.

The Meat Trail...

Oscar Mayer Promotes Three Executives in Operations

In a series of three major promotions in its operations division, Oscar Mayer & Co. has named A. PAUL BOWMAN as operations manager of the Madison plant, CHARLES E. LEE as operations manager of the Philadelphia plant, and JOHN C. BARD as general product controller. Bowman had been general product controller.

Bowman started with the company in Madison as a chemist in 1948. He served for two and one-half years at the Philadelphia plant and re-



A. P. BOWMAN



C. E. LEE



J. C. BARD

turned to Madison as general product controller for the company. He replaces R. LYNN TERRY, who was appointed general operations manager of the company recently.

Lee joined the company in Madison in 1950 as plant purchasing agent. He later served as general purchasing agent until 1956 when he entered an extensive training program covering production, sales and accounting. More recently, he has been assistant to the vice president of operations. Bard began with the company in 1951 after graduation from Iowa State College. He served as product control technologist, product controller for the Davenport plant and product controller for the Madison plant before his latest promotion.

Jobbers to Mark 25th Year

The Associated Meat Jobbers of Southern California will celebrate its 25th anniversary at a dinner dance on Saturday, May 24, at the Beverly Hilton Hotel, Los Angeles. HARRY L. RUDNICK, secretary of the National Association of Hotel and Restaurant Meat Purveyors, will be guest of honor at the occasion.

SPOKESMAN FOR NIMPA
at Senate agriculture committee's hearings on humane slaughter legislation will be Richmond Unwin, Reliable Packing Co., Chicago. Unwin already has written personal letters to about 40 U. S. senators explaining why packers oppose mandatory legislation such as House-passed Poage bill (HR-8308) that might force them to adopt impractical slaughter methods. Some of 17 replies received from senators are shown. Hearings are set for April 28 through May 1.



George A. Hess, Chairman of Pittsburgh Company, Is Dead

GEORGE A. HESS, 70, chairman of the board of Oswald and Hess Co., Pittsburgh, and the originator of many "firsts" in the meat packing industry, died April 22 at his winter residence in Miami Beach, Fla. He was a former director of the National Independent Meat Packers Association and the Pennsylvania Meat Packers Association.

A native of Berlin, Germany, where he served his apprenticeship in the meat business, Hess came to the U. S. in 1912 and settled in Pittsburgh. He opened a retail meat shop with a small sausage kitchen in the rear.

Demand for his meat products grew quickly, and other retailers encouraged him to produce for them. Forced to seek larger quarters to expand his operations, he moved into a building which he shared with WILBERT W. OSWALD, who was producing boiled hams.

In 1919, the two men joined forces to form Oswald and Hess Co., which developed into one of the largest independent packing firms in the East.

Hess is credited with introducing a number of "firsts" later adopted by the industry. He is said to have been the first to deliver meats in mechanically self-refrigerated trucks, and he was the originator of Milwaukee-style deluxe cold cuts, ready-to-eat ham (Norfolk ham), Pittsburgh-manufactured canned meats; cooked, ready-to-eat callies; and cooked, ready-to-eat Canadian bacon.

Hess was preceded in death by three months by his wife, GERTRUDE.

Among survivors are two nephews, CARL H. PIEPER, who is president of Oswald and Hess Co., and CURTIS G. PIEPER, vice president of the firm.

JOBS

The board of directors of Trunz, Inc., Brooklyn, N. Y., has appointed EDWARD W. SELIG as secretary of the corporation. Selig fills the vacancy left by EDWIN E. SCHWITZKE, who retired January 31.

Officers of the recently-incorporated R. Perri & Sons, Inc., New Haven, Conn., are: president and treasurer, ANTHONY PERRI; vice president and secretary, JOHN PERRI, and vice president, FRANK PERRI. The company will add a complete packaging line in the near future and also is planning to build a new plant.

Appointment of M. A. SCHOOLEY, D.V.M., to the new position of director of animal health and nutrition applied research has been announced by Armour and Company, Chicago. Dr. Schooley joined Armour in 1951 and has been associated with veterinary pharmaceutical research. His appointment reflects the company's expanding research activity in the field of animal feed additives.

PLANTS

A \$350,000 expansion program will get underway in mid-May at New Castle Packing Co., New Castle, Pa., the company has announced. A 20,000-sq.-ft. building addition, to be completed in about four months, will double the original size of the six-year-old plant.

Meats, Inc., Clarkston, Wash., has begun a \$175,000 plant expansion and modernization program. The firm now is adding a new killing floor, dressing rooms, new pollution control system and grease salvage and blood cooking operations. A new single rail killing setup has been completed. New hot carcass and beef sales coolers are

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IL 26, 1958

being planned. "When construction is completed, ours will be the most modern beef killing plant on the Pacific Coast," A. R. BURATTO, general manager, informed the NP. The project employs new structural ideas designed to cut construction, maintenance and operational costs. BRYAN W. HORTON is Meats, Inc., president.

Tem-Tee Steak Co., Gibsonia, Pa., is installing a freezer, reports J. A. EBERHARDT, president.

The Danahy Packing Co., Buffalo, N. Y., resumed fresh pork cutting and lard operations this week after a shut-down of more than five weeks. BARNEY LEFCOWITZ, president, said the pork cutting facilities have been completely modernized. Hog slaughtering facilities at the plant also are being modernized, and the company plans to resume hog slaughtering "as soon as possible," Lefcowitz said.

Made Rite Sausage Co., Sacramento, Calif., has leased a former beef boning plant in that city and moved its sausage slicing and packaging, beef boning and pork cutting operations into the newly-acquired facilities. The area includes a 20x20-ft. 26° F. freezer and a 1,000-sq.-ft. cooler for packaging sausage. Another 1,200-sq.-ft. cooler holds beef and hog carcasses, and a section of the room is equipped with beef and hog rails and boning and cutting tables. The vacated space in the original plant has been adapted to order filling and shipping with a continuous conveyor system.

An explosion in a gas-fired smokehouse at McIntire Brothers Meat Co., Yakima, Wash., blew out nearly all the windows and caused extensive damage to the building. OLIVER W. WALKER owns the company.

DEATHS

W. L. WELCH, purchasing agent and credit manager of Haas-Davis Packing Co., Inc., Mobile, Ala., for more than 30 years, died suddenly April 19.

HARRY W. WILLIAMS, 77, senior partner in Googins & Williams, livestock order buyers at the Chicago stockyards, died April 21. He had worked on the Chicago market more than 50 years.

MAX LAPIN, 79, who founded the Philadelphia meat processing firm of M. Lapin and Sons, Inc., in 1904, died April 18. Survivors include the widow, GOLDIE, and five children.

RALPH F. HAMBLETT, 69, a meat wholesaler in Newport, Vt., for many years, has passed away.



BLUEPRINT FOR new journal box assembly being specified for reefer cars ordered by Wilson & Co., Inc., Chicago, is examined by H. J. Owens (left) of Wilson's traffic department and J. R. Jennings, general manager of Wilson Car Lines, a division of Wilson & Co. [See The National Provisioner of April 19, 1958, for details on improved equipment that reduces hot box troubles and keeps Wilson's reefers rolling.]

TRAILMARKS

The Wm. Schludenberg-T. J. Kurdle Co., Baltimore, was saluted by the Independent Retail Grocers and Meat Dealers Association of Baltimore recently on the occasion of the meat packing firm's 100th anniversary. Several hundred retail dealers attended the event at the Elk's Club in Baltimore. JOSEPH L. MANNING, secretary-manager of the association, paid tribute to the company and its present leaders as well as to the late WILLIAM F. SCHLUDENBERG and JOSEPH W. KURDLE, who died last year. Essay officials who participated in the program included: THEODORE E. SCHLUDENBERG, president; ALBERT B. KURDLE, senior vice president; O. B. SMITH, vice president for sales; THOMAS J. KURDLE, field sales manager, and W. K. FREIERT, manager of the Essay public relations division.

JOHN D. DONNELL, secretary of The Rath Packing Co., Waterloo, Ia., and WALTER OBELE, Rath personnel director, were among the speakers at the second annual secretarial workshop of the Waterloo chapter of the National Secretaries Association.

THOMAS E. WILSON, retired founder and chairman of Wilson & Co., Inc., Chicago, has retired from the board of the Live Stock National Bank of Chicago after 44 years of service, DAVID H. REIMERS, chairman and president of the bank, announced.

The meat and poultry division of the United Jewish Appeal of Greater New York will honor three men for their philanthropic work at the group's annual dinner on June 5 at the Hotel

Pierre, New York City. They are: ALFRED LOWENSTEIN of J. Lowenstein & Son, Inc.; JOSEPH ESCHELBACHER, executive secretary of the New York State Association of Meat and Poultry Dealers, and GEORGE FUCHS of Speedway Food Stores. Lowenstein's father, BENJAMIN, who is with the same firm, is general chairman of the meat and poultry division.

Carl Buddig & Co., Chicago, has announced the appointment of H. W. Kastor & Sons Advertising Co. to handle its advertising program. A campaign for Buddig's smoked sliced beef will begin immediately. Newspaper, radio and TV will be used.

Two new associates have joined the firm of Troy & Stalder Architects,



I. W. STALDER

JOHN HADFIELD, who previously was with Detroit Steel Products Co. for 15 years. They will be associated with JOHN G. TROY and I. W. STALDER,



F. EKDAHL



J. HADFIELD

both registered architects, who are well-known in the meat packing industry. Stalder joined Troy about two and one-half years ago after practicing in his own architectural firm.

ABE COOPER, president of Bernard S. Pincus Co., Philadelphia, has been named to the board of trustees of the Golden Slipper Square Club, fraternal and philanthropic organization in that city.

Officers of Fargo Packing & Sausage Co., West Fargo, N. D., have formed a new corporation, the J. & E. Investment Co., for rental and handling of real estate owned by the company and the individuals. The incorporators are: E. C. SENSE, J. R. DE JARDINE and L. E. TARVESTAD.

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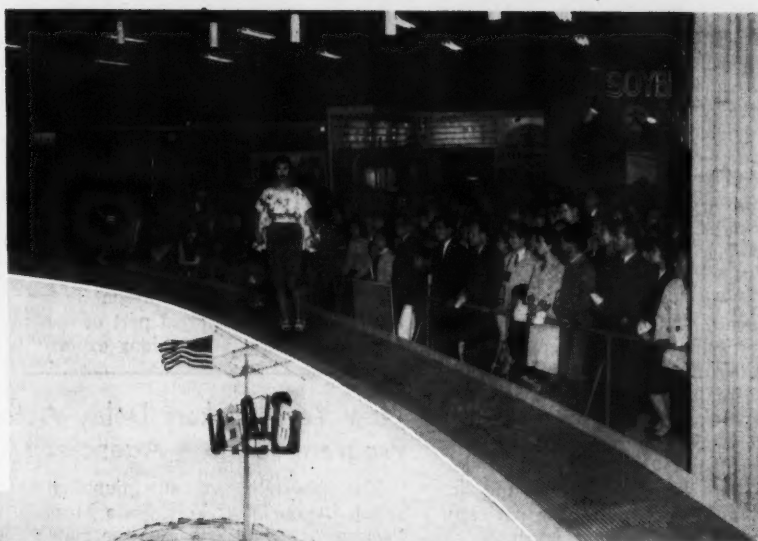
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Soap from U.S. Tallow Makes Hit at a Japanese Trade Fair



DAILY STYLE SHOWS and distribution of soap samples are drawing huge crowds into 15,000-sq. ft. pavilion (left) housing the U.S. agricultural exhibit at the Japan International Trade Fair being held in Osaka.



IN PHOTO ABOVE Ralph Van Hoven, vice president of the National Renderers Association; Dan Brady, livestock marketing specialist, Foreign Agricultural Service, and Raymond A. Ioanes, deputy administrator of FSA, are discussing Japanese soap products in the tallow-soap display in the exhibit. In the background is the statue, sculptured in pure soap, of the Gekko Bosatsu, a copy of a famous statue of the Buddhist "Moonlight Goodness." Soap samples are given (see right) to fair visitors.



OSAKA, JAPAN—Assembly-line soap production, the giving away of hundreds of thousands of little cakes of soap containing U. S. tallow, and a weight-guessing contest are features of the tallow display in the United States agricultural exhibit at the Japan International Trade Fair, Osaka, April 12 to 27.

The tallow display, one of five exhibits featuring United States farm

products for export, is being sponsored cooperatively by the National Renderers Association; the USDA Foreign Agricultural Service; the Japan Oils and Fats Processing Industry Association, and the All-Japan Soap Association.

Attending the exhibit is Ralph Van Hoven, first vice president, National Renderers Association, Chicago. Van Hoven also is a member of the seven-

man U. S. agricultural market development team, which is discussing U. S. agricultural trade with Japanese officials and traders during the trade fair. Four other U. S. farm commodities are being displayed at the fair: cotton, tobacco, soybeans, and wheat.

Japanese-made machines are molding, extruding, shaping, and name-stamping over 300,000 sample-size cakes of soap at the exhibit. These

are given free to fair visitors. Also on display is a revolving statue of the Gekko Bosatsu, Buddhist "Moonlight Goddess," molded from a huge block of soap. It is a copy of a famous statue which stands in the ancient Japanese capital of Nara. Visitors throughout the 16-day exhibition have been guessing the weight of the soap statue. At the end of the fair the winner will be awarded a year's supply of soap by the All-Japan Soap Association.

Beneath the statue on revolving shelves many Japanese soap products are being displayed—toilet, powdered, and laundry—representative of the principal soap-making firms in Japan. Booth backdrops show pictures of modern bath-taking in Japan, present a brief history of soap-making in Japan, and give statistics on per capita soap use in many countries.

The importance of the exhibit is emphasized by the fact that Japan now buys more than 100,000 tons of U. S. tallow annually. This is more than 90 per cent of Japan's annual total tallow requirements. Japan is now the second largest overseas buyer of American tallow.

Japanese and American rendering officials praise the tallow exhibit as a means of promoting the greater use of soap in Japan. "Fair visitors are fascinated and impressed by the automatic machinery. They like to watch the finished cakes of soap tumble from the stamper," Van Hoven says. "At the same time they pause to look at the soap statue and read the various messages about soap and its importance to healthy, modern living."

Kennosuke Kamata, managing director of the Japan Oil and Fat Processing Industry Association, says that the exhibit is useful in promoting soap in Japan. "We feel that the more the people know about soap, the more they will eventually come to use soap. To know and to use always go hand in hand. This is one reason why we

are constantly carrying on advertising and publicity campaigns."

Kamata says that the per capita use of soap has more than doubled since 1951, from 3.98 lbs. to 8.31 lbs.

"Japan," he adds, "ranks fourth in soap production in the world but twenty-seventh in per capita consumption. This means that Japan's per capita consumption will keep on increasing."

"The United States is the only country in the world at present in a position to supply a great part of our tallow demand. Through long experi-

ence in using American tallow, the soap makers in Japan are well aware of its characteristics so that its maximum utilization is possible. Furthermore, Japanese consumers are gradually beginning to understand that efforts are being made by American producers and exporters to meet the wishes of our users. Also, the specifications for different grades of American tallow are, unlike those of other countries, clearly differentiated. Hence, it is much easier to buy American tallow according to its uses," Kamata observes.

New York Packers Delay Action to Enjoin Inspection Program as State Agencies Move to Correct Inequities

The possibility of an injunction action by the New York State Meat Packers Association to halt the state health department's new meat inspection program apparently has spurred state officials to efforts to correct what the packers feel are gross inequities, association spokesmen report.

The injunction move was under serious consideration at a recent NYSPMA meeting in Albany, attended by about 40 delegates representing non-federal packers in all parts of the state. It was decided, however, to hold off court action because of indications that the state health department and the state department of agriculture and markets, which issues meat plant licenses, are taking steps to get together to co-ordinate their operations.

Stumbling block in the health department program, according to the association, is that it is permissive, meaning that each city, county, town or village health district can decide for itself whether to come under the program. Thus, it does not eliminate overlapping inspections. Also threatened is a situation where some districts will have a state-approved stamp while their neighbors will not,

putting the packers in the districts not under the program at a disadvantage, the association points out.

Before the NYSPMA Albany meeting, association president Louis Wand and general counsel J. L. Deutsch held conferences with Governor Hariman's staff and with officials of the health and agriculture departments. They cited difficulties forced on packers by the confused inspection picture and requested that the two agencies sit down together and work out a method of operation that "would not put the small meat packers in the middle through the wringer."

On the morning of the association meeting, Deutsch received a call from Dr. Donald Dean of the health department, who assured him that "progress is being made."

According to Deutsch, both departments are aware that ultimately there will have to be a single program under one department. The association members are generally agreed that the only solution is a statewide compulsory inspection system under the jurisdiction of one agency. A committee has been appointed to draw up a program to be used in a bill in the legislature.

OLD PLANTATION SEASONINGS

A. C. LEGG PACKING COMPANY, INC.

ALL MEAT... output, exports, imports, stocks

Meat Production Works Upward

Production of meat under federal inspection worked upward in the week ended April 19 and reached a total of 346,000,000 lbs. compared with 338,000,000 lbs. for the previous week. However, current output was still considerably smaller than last year's 370,000,000 lbs. for the same April period. Cattle slaughter was up by about 8,000 head for the week, but about 10 per cent, or 33,000 head below last year. Slaughter of hogs rose by a small margin, but numbered about 51,000 head smaller than a year earlier. Slaughter of sheep and lambs was above last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
April 19, 1958	308	171.9	1,105	148.5	
April 12, 1958	300	167.4	1,095	145.9	
April 20, 1957	341	189.5	1,156	153.5	

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
April 19, 1958	112	13.2	255	12.2	346
April 12, 1958	118	13.2	237	11.6	338
April 20, 1957	138	15.8	247	11.6	370

1950-58 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-58 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
April 19, 1958	1,000	558	240	134
April 12, 1958	1,005	558	237	133
April 20, 1957	992	556	240	133

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
April 19, 1958	210	118	100	48	—	36.3
April 12, 1958	200	112	102	49	—	36.0
April 20, 1957	203	114	97	47	15.1	41.8

cent and Idaho was up 10 per cent.

The number of cattle and calves placed on feed in the 13 states totaled 2,213,000 head during the January-March quarter of 1958, or 28 per cent above the 1,723,000 in the corresponding quarter last year. The Corn Belt showed an increase of 27 per cent in placements, while western states were up nearly a third.

Fed cattle marketed from the 13 states during January-March 1958, at 2,310,000 head, were 8 per cent below marketings the first quarter of 1957.

Cattle feeders reporting marketing intentions in the 13 states indicated that 58 per cent of the 4,896,000 head on feed April 1 are expected to be marketed after July 1. Of the remaining 42 per cent, 13 per cent are expected to be sold in April, 14 per cent in May and 15 per cent in June.

Steers represented 61 per cent of the total on feed April 1, 1958 compared with 62 per cent a year earlier. Heifers made up 21 per cent this year and 22 per cent last year, while calves at 17 per cent compared with 16 per cent a year earlier. Cows and other cattle comprised 1 per cent.

AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 160,300,000 lbs. on April 12. This volume was 31 per cent below the 233,100,000 lbs. in stock on about the same date a year earlier.

Stocks of lard and rendered pork fat at 44,500,000 lbs. compared with 75,500,000 lbs. in stock on about the same date last year.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Apr. 12 stocks as percentages of inventories on	
	Mar. 29 1958	Apr. 13 1957
HAMS:		
Cured, S.P.-D.C.	81	63
Frozen for cure, S.P.-D.C.	122	69
Total hams	103	67
PICNICS:		
Cured, S.P.-D.C.	95	70
Frozen for cure, S.P.-D.C.	100	38
Total picnics	98	42
BELLIES:		
Cured, D.S.	115	80
Frozen for cure, D.S.	98	230
Cured, S.P.-D.C.	97	83
Frozen for cure, S.P.-D.C.	103	73
OTHER CURED MEATS:		
Cured and in cure	103	66
Frozen for cure	102	46
Total other	103	56
FAT BACKS:		
Cured, D.S.	111	60
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	103	60
TOT. ALL PORK MEATS	103	69
LARD & R.P.F.	112	59

Meat Industry Views Rise In Number Of Cattle On Feed As More Beef To Come

WHILE cattle slaughter and beef production continue to lag below last year, producers in the 13 major feeding states had in their possession on April 1 the largest number of cattle and calves in various stages of readiness for market in recent years for the date, a Crop Reporting Board summary indicated. This development was construed to mean that an increase in beef output is imminent. The report placed the number of cattle and calves on feed for the date at 4,896,000 head, or 12 per cent larger than the 4,375,000 a year earlier and the largest in three years or more.

Cattle and calves on feed in nine of the Corn Belt states on April 1, 1958, totaled 4,124,000 head—an increase of 13 per cent from the 3,640,000 head for a year earlier. All of these states for which estimates are made showed increases over April,

1957, except Ohio which was down 2 per cent and Indiana down 10 per cent. Iowa, the leading cattle feeding state, was up 11 per cent; Illinois, 3 per cent; Minnesota, 12 per cent; Missouri, 21 per cent; South Dakota, 35 per cent; Nebraska, 27 per cent, and Kansas, up 75 per cent.

For the five important western feeding states, Texas, Idaho, Colorado, Arizona and California, cattle numbers on feed April 1, at 882,000 head, were up 6 per cent from the 835,000 head on feed April 1, 1957. This compared with a 14 per cent decline from the preceding year shown by these same states on January 1, 1958. In California, the leading feeding state in the West, the April 1 number was down 9 per cent from a year earlier while the other four states showed increases as follows: Texas, up 43 per cent; Colorado 4 per cent; Arizona, 17 per

PROCESSED MEATS . . . SUPPLIES

Oregon Studies State's Meat Inspection, Grading Service

During a recent meeting dealing with meat inspection called by the state department of agriculture, the Oregon Meat Marketing Board took objection to the present hamburger standard because it apparently does not allow certain specialty steaks to be sold under brand names permitted by the federal government for specialty products going interstate.

Robert J. Steward, director of the department, said the standard would be studied and efforts made to arrive at a method that would recognize a good merchandising process and yet keep the product within the limits of wholesomeness and truthful labeling.

Looking at meat inspection itself, the meat marketing board felt the slaughterhouse operators should pay a larger share of inspectors' overtime wages. They also asked for study and possible licensing of farm custom slaughter operations and mobile and itinerant slaughterers.

In another meeting attended by a number of smaller meat packers, and representatives from the Oregon Meat Council, the livestock industry, Oregon State College and the department of agriculture, Director Steward was asked to take steps in the direction of some form of grading service which would benefit small packers.

Suggestions were: 1) Make an immediate survey of the 90 plants under state meat inspection to determine how many would be interested in a state grading program; 2)

Make cost estimates of such service, and 3) Bring Dr. Fred J. Beard, chief of the meat grading branch of the USDA's Agricultural Marketing Service in Washington, D. C., to meet with Oregon packers to explore any possibilities of the smaller operators obtaining federal grading of their meats in the state.

CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in March, 1958-57 compared, as reported by the Canadian Department of Agriculture:

	Mar. 1958	Mar. 1957
	Head	Head
Cattle	167,665	166,050
Calves	82,864	73,568
Hogs	561,579	507,565
Sheep	27,574	32,949

Average dressed weights of livestock slaughtered in March 1958-57 were as follows:

	Mar. 1958	Mar. 1957
	lbs.	lbs.
Cattle	517.9	514.2
Calves	110.1	114.7
Hogs	161.0	168.2
Sheep	47.2	46.3

N.Z. Meat Exports Differ

New Zealand lamb slaughter has declined considerably in recent weeks, and production is not up to the levels expected earlier. Some cancellations of cargo space in ships on the United Kingdom run have been reported, but exports to other markets, such as the United States, Japan and Canada have been maintained, and the percentage of the Dominion's beef exports going to these "outside" markets has increased sharply.

British Sausage Meat Issue

The controversial question in Britain of sausage meat content appears unlikely to be resolved in the near future. The government decided to drop action on the long-standing proposed measure which would have established definite standards on the amount of meat sausage it ought to contain. Recent debate in Commons led nowhere, after which the Minister of Foods commented that "a statutory minimum meat content for sausage would be unenforceable anyway, as there is no known way of determining the proportion of different types of meat in a sausage."

Meat Index Fraction Lower

Meats were among consumer commodities which declined in price during the week of April 15, according to the Bureau of Labor Statistics. The slight drop in meat prices reduced the wholesale price index to 107.4 from its near-record high of 107.7 of the previous week. The general index declined to 119.4.

W. German Meat Imports

West German imports of meat and meat products dropped 32 per cent from 324,000,000 lbs. in 1956 to 220,000,000 lbs. in 1957. Because of very heavy hog production and large cattle stocks the government has restricted meat imports to maintain prices. Due to sizable stocks on hand and expected large production during 1958, imports will probably continue low throughout this year.

DOMESTIC SAUSAGE

Pork sausage, bulk (incl. lb.)	
in 1-lb. roll	45¢ @ 49
Pork saus., s.c., 1-lb. pk. 63	@ 68
Franks, s.c., 1-lb. pk. 68	@ 72
Franks, skinless, 1-lb. package	55
Bologna, ring (bulk) .....	.54 @ 61
Bologna, art. cas., bulk, 45¢ @ 48	
Bologna, a.c., sliced, 6-7 oz. pk., doz.	2.97 @ 3.30
Smoked liver, h.b., bulk, 53¢ @ 55	
Smoked liver, a.c., bulk, 45¢ @ 49	
Pollard saus., smoked .....	.59 @ 72
New Eng. lunch spec., 64 @ 78	
New Eng. lunch spec., sliced, 6-7 oz., doz.	3.99 @ 4.82
Olive loaf, bulk .....	.50 @ 58
O.L., sliced, 6-7 oz., doz.	3.11 @ 3.80
Blood and tongue, bulk, 65¢ @ 69	
Pepper loaf, bulk .....	.64¢ @ 76
P.L., sliced, 6-7 oz., doz.	3.11 @ 4.80
Pickle & pimento loaf, 47¢ @ 54	
P. & P. loaf, sliced, 6-7 oz., dozen	2.96 @ 3.60

DRY SAUSAGE

Cervelat, ch. hog bungs, 1.05¢ @ 1.07	
Thuringer .....	.62¢ @ 64
Farmer .....	.78¢ @ 80
Holsteiner .....	.88¢ @ 90
Salami, B. C. .....	.95¢ @ 97
Salami, Genoa style	1.05¢ @ 1.07
Salami, cooked .....	.56¢ @ 58
Pepperoni .....	.90¢ @ 92
Sciallani .....	.99¢ @ 1.01
Goteborg .....	.86¢ @ 88
Mortadella .....	.59¢ @ 61

SEEDS AND HERBS

(incl. lb.)	Whole	Ground
Caraway seed	19 1/2	24 1/2
Cominos seed	23	
Mustard seed, fancy	23	
yellow Amer.	17	
Oregano	44	
Coriander, Morocco, No. 1 ..	20	24
Marjoram, French ..	62	67
Sage, Dalmatian, No. 1 ..	56	64

SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime	82	92
Resifted	90	97
Chili, pepper	45	
Chili, powder	45	
Cloves, Zanzibar	64	69
Ginger Jam., unbl.	92	98
Mace, fancy, Banda 3.50	4.00	
West Indies	3.50	
East Indies	3.20	
Mustard flour, fancy ..	40	
No. 1	36	
West Indies nutmeg ..	2.50	
Paprika, Amer. No. 1 ..	45	
Paprika, Spanish	45	
Cayenne pepper	62	
Pepper: Red, No. 1	55	
White	54	
Black	39	43

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)	(Per set)
Beef rounds: Clear, 29/35 mm.	1.15 @ 1.35
Clear, 35/38 mm.	1.00 @ 1.15
Clear, 35/40 mm. ....	.85 @ 1.10
Clear, 38/40 mm.	1.05 @ 1.35
Clear, 40/44 mm.	1.30 @ 1.65
Clear, 44 mm./up	1.95 @ 2.50
Not clear, 44 mm./dn. ....	.75 @ .85
Not clear, 40 mm./up .....	.85 @ .95
Beef weasands: (Each) No. 1, 24 in./up	14¢ @ 17
No. 1, 22 in./up	10¢ @ 15
Beef middles: (Per set) Ex. wide, 2 1/2 in./up.	3.50 @ 3.70
Spec. wide, 2 1/2-2 3/4 in.	2.55 @ 2.70
Spec. med., 1 1/2-2 in.	1.50 @ 1.60
Narrow, 1 1/2 in./dn.	1.05 @ 1.15
Beef bung caps: (Each) Clear, 5 in./up	35¢ @ 38
Clear, 4 1/2 inch	28¢ @ 32
Clear, 4-4 1/2 inch	19¢ @ 21
Clear, 3 3/4 inch	15¢ @ 16
Not clear, 4 1/2 inch/up ..	18¢ @ 21
Beef bladders, salted: (Each) 7 1/2 inch/up, inflated ..	15
6 1/2-7 1/2 inch, inflated ..	15
5 1/2-6 1/2 inch, inflated ..	13¢ @ 14
Pork casings: (Per hank) 29 mm./down	4.05 @ 4.80
29/32 mm.	4.50 @ 4.65
32/35 mm.	3.65 @ 3.80
35/38 mm.	3.25 @ 3.40
38/44 mm.	3.05 @ 3.15

Hog bungs: (Each) Sow, 34 in. cut .....	.60 @ .65
Export, 34 in. cut .....	.53 @ .57
Large prime, 34 in. ....	.38 @ .40
Med. prime, 34 in. ....	.25 @ .27
Small prime .....	.16 @ .22
Middles, cap off .....	.60 @ .70
Hog skins	5¢ @ 10
Hog runners, green .....	.19 @ .25
Sheep casings: (Per hank) 26/28 mm.	6.10 @ 6.40
24/26 mm.	5.95 @ 6.25
22/24 mm.	4.75 @ 5.25
20/22 mm.	4.10 @ 4.45
18/20 mm.	2.70 @ 3.35
16/18 mm.	1.50 @ 2.30

CURING MATERIALS

Nitrite of soda, in 400-lb. cwt. bbl., del. or f.o.b. Chgo.	\$11.98
Pure refined gran. nitrate of soda	5.65
Pure refined powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton.	30.50
Rock salt in 100-lb. bags, f.o.b. whse, Chgo.	28.50
Sugar: Raw, 96 basis, f.o.b. N.Y.	5.75
Refined standard cane gran. basis (Chgo.)	8.85
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	8.70
Dextrose: (Carlots cwt.)	7.46
Cerelose, (carlots cwt.)	7.61
Ex-warehouse, Chicago	

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

April 22, 1958

WHOLESALE FRESH MEATS

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Prime, 700/800	None quoted
Choice, 500/600	45
Choice, 600/700	44½ @ 45½
Choice, 700/800	45 @ 45½
Good, 500/600	45½ @ 46
Good, 600/700	42
Bull	39
Commercial cow	36n
Canner-cutter cow	36

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	54
50/70 lbs. (cl)	96 @ 1.10
Square chuck, 70/90 lbs. (cl)	43
Arm chucks, 80/110	41½
Ribs, 25/35 (cl)	68 @ 74
Briskets (cl)	35 @ 36
Navels, No. 1	25
Flanks, rough No. 1	22½

Choice:	
Hindqtrs., 5/800	51½
Foreqtrs., 5/800	40
Rounds, 70/90	52
Tr. loins, 50/70 (cl)	72 @ 78
Sq. chucks, 70/90	43
Arm chucks, 80/110	41½
Ribs, 25/35 (cl)	68 @ 74
Briskets (cl)	35 @ 36
Navels, No. 1	25
Flanks, rough No. 1	22½
Good (all wts.):	
Rounds	49 @ 50
Sq. cut chucks	41 @ 43
Briskets	34 @ 35
Ribs	52 @ 55
Loins	64 @ 67

COW & BULL TENDERLOINS

Fresh J/L C/C Grade	Froz. C/L
60¢/lb. Cow, 3/4	62
80¢/lb. Cow, 3/4	75¢/lb
85¢/lb. Cow, 4/5	80¢/lb
95¢/lb. Cow, 5/6	85¢/lb
95¢/lb. Bull, 5/6	85¢/lb

BEEF HAM SETS

In sides, 12/up, lb.	58
Out sides, 8/up, lb.	54
Knuckles, 7½/up, lb.	58

CARCASS MUTTON

Choice, 70/down, lb.	27½
Good, 70/down, lb.	25½

n—nominal, b—bid, a—asked.

BEEF PRODUCTS

(Frozen, carlots, lb.)

Tongues, No. 1, 100's.	32½n
Tongues, No. 2, 100's.	29n
Hearts, regular, 100's.	30n
Livers, regular, 35/50's	34½n
Livers, selected, 35/50's	40n
Lips, scalded, 100's	17 @ 17½
Lips, unscalded, 100's	15½ @ 15¾
Tripe, scalded, 100's	11¾n
Tripe, cooked, 100's	13n
Melts, 100's	10¾n
Lungs, 100's	11½ @ 11¾
Udders, 100's	6

FANCY MEATS

Beef tongues, corned..	28
Veal breads,	
under 12 oz.	71
12 oz. up	90
Calf tongues, 1 lb./dn.	20
Oxtails, fresh select..	25 @ 26

BEEF SAUS. MATERIALS

FRESH

Canner-cutter, cow	(Lb.)
meat, barrels	49
Bull meat, boneless,	
barrels	52
Beef trimmings,	
75/85%, barrels	39½
Beef trimmings,	
85/90%, barrels	46
Boneless, chucks,	
barrels	49
Beef cheek meat,	
trimmed, barrels	39 @ 40
Beef head meat, bbls.	36n
Veal trimmings,	
boneless, barrels	47

VEAL—SKIN OFF

(cl carcass prices, cwt.)	
Prime, 90/120	\$49.00 @ 50.00
Prime, 120/150	49.00 @ 50.00
Choice, 90/120	48.00 @ 49.00
Choice, 120/150	48.00 @ 49.00
Good, 90/150	44.00 @ 45.00
Stand., 90/150	42.00 @ 43.00
Utility, 90/150	39.00 @ 40.00
Cull, 60/125	33.00 @ 34.00

CARCASS LAMB

(cl prices, lb.)	
Prime, 35/45	49½
Prime, 45/55	47
Prime, 55/65	47
Choice, 35/45	49½
Choice, 45/55	47
Choice, 55/65	47
Good, all wts.	47½

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles April 22	San Francisco April 22	No. Portland April 22
FRESH BEEF (Carcass):			
STEER:			
Choice:			
500-600 lbs.	\$47.00 @ 49.00	\$47.00 @ 49.00	\$46.00 @ 48.00
600-700 lbs.	46.00 @ 48.00	46.00 @ 48.00	45.50 @ 47.00
Good:			
500-600 lbs.	45.00 @ 47.00	45.00 @ 46.00	45.00 @ 47.00
600-700 lbs.	44.00 @ 46.00	43.00 @ 45.00	43.50 @ 45.00
Standard:			
350-600 lbs.	43.00 @ 45.00	40.00 @ 43.00	43.00 @ 44.00
COW:			
Standard, all wts.	None quoted	38.00 @ 40.00	None quoted
Commercial, all wts.	37.00 @ 39.00	36.00 @ 38.00	38.00 @ 42.00
Utility, all wts.	36.00 @ 38.00	35.00 @ 37.00	37.00 @ 40.00
Canner-Cutter	None quoted	32.00 @ 35.00	36.00 @ 38.00
Bull, util. & com'l	41.00 @ 43.00	40.00 @ 42.00	43.00 @ 45.00
FRESH CALF: (Skin-off)			
Choice:			
200 lbs. down	51.00 @ 54.00	None quoted	50.00 @ 53.00
Good:			
200 lbs. down	48.00 @ 52.00	50.00 @ 52.00	44.00 @ 52.00
LAMB, Spring (Carcass):			
Prime:			
45-55 lbs.	44.00 @ 46.00	43.00 @ 48.00	48.00 @ 51.00
55-65 lbs.	40.00 @ 43.00	39.00 @ 43.00	45.00 @ 48.00
Choice:			
45-55 lbs.	44.00 @ 46.00	43.00 @ 47.00	48.00 @ 51.00
55-65 lbs.	40.00 @ 43.00	39.00 @ 43.00	45.00 @ 48.00
Good, all wts.	39.00 @ 43.00	43.00 @ 47.00	42.00 @ 44.00
MUTTON (Ewe):			
Choice, 70 lbs./down	None quoted	None quoted	27.00 @ 28.00
Good, 70 lbs./down	None quoted	20.00 @ 24.00	27.00 @ 28.00

NEW YORK

April 22, 1958

WHOLESALE FRESH MEATS

BEEF CARCASSES, CUTS

(L.c.l. prices)	
Steer:	
Prime, carc., 6/700	\$53.00 @ 56.50
Prime, carc., 7/800	53.50 @ 56.50
Choice, carc., 6/700	46.50 @ 48.00
Choice, carc., 7/800	46.50 @ 48.50
Good, carc., 6/700	42.50 @ 45.00
Good, carc., 7/800	43.50 @ 46.00
Good, carc., 7/800	42.50 @ 45.00
Hinds, pr., 6/700	62.00 @ 64.00
Hinds, pr., 7/800	61.00 @ 63.00
Hinds, ch., 6/700	51.00 @ 55.00
Hinds, ch., 7/800	50.50 @ 55.00
Hinds, gd., 6/700	47.00 @ 50.00
Hinds, gd., 7/800	47.00 @ 51.00

BEEF CUTS

(L.c.l. prices, lb.)	
Prime steer:	
Hindqtrs., 600/700	63 @ 67
Hindqtrs., 700/800	63 @ 66
Hindqtrs., 800/900	63 @ 66
Rounds, flank off	52 @ 55
Rounds, diamond bone,	
flank off	53 @ 56
Short loins, untrim.	98 @ 1.15
Short loins, trim.	1.20 @ 1.37
Flanks	23½ @ 25
Ribs (7 bone cut)	70 @ 82
Arm chucks	43 @ 45
Briskets	40 @ 44
Plates	26½ @ 28

Choice steer:	
Hindqtrs., 600/700	53 @ 57
Hindqtrs., 700/800	53 @ 57
Hindqtrs., 800/900	54 @ 56
Rounds, flank off	52 @ 54
Rounds, diamond bone,	
flank off	53 @ 55
Short loins, untrim.	63 @ 78
Short loins, trim.	83 @ 98
Flanks	23½ @ 25
Ribs (7 bone cut)	63 @ 67
Arm chucks	42 @ 45
Briskets	39 @ 42
Plates	26 @ 27

NEW YORK RECEIPTS

Receipts reported by the USDA Marketing Service, week ended April 19, 1958, with comparisons:

STEER AND HEIFER: Carcasses	
Week ended Apr. 19	9,237
Week previous	8,450
COW:	
Week ended Apr. 19	839
Week previous	834
BULL:	
Week ended Apr. 19	269
Week previous	284
VEAL:	
Week ended Apr. 19	11,717
Week previous	12,646

LAMB:	
Week ended Apr. 19	39,911
Week previous	29,907

MUTTON:	
Week ended Apr. 19	503
Week previous	586

HOG AND PIG:	
Week ended Apr. 19	10,583
Week previous	9,503

BEEF CUTS:	
Week ended Apr. 19	214,720
Week previous	207,307

VEAL AND CALF CUTS:	
Week ended Apr. 19	3,031
Week previous	3,783

LAMB AND MUTTON:	
Week ended Apr. 19	9,981
Week previous	14,918

PORK CUTS:	
Week ended Apr. 19	6,0378
Week previous	873,309

BEEF CURED:	
Week ended Apr. 19	12,641
Week previous	13,320

PORK CURED AND SMOKED:	
Week ended Apr. 19	178,283
Week previous	510,323

COUNTRY DRESSED MEAT

VEAL: Carcasses	
Week ended Apr. 19	7,452
Week previous	8,181
HOGS:	
Week ended Apr. 19	3
Week previous	70
LAMB:	
Week ended Apr. 19	69
Week previous	869

FANCY MEATS

(L.c.l. prices)

(Lb.)	
Veal breads, 6/12 oz.	92
12 oz. up	1.24
Beef livers, selected	48
Beef kidneys	23
Oxtails, ¾-lb., frozen	29

LAMB

(L.c.l. carcass prices, cwt.)	
City	
Prime, 30/40	50.00 @ 54.00
Prime, 40/45	51.00 @ 54.00
Prime, 45/55	48.00 @ 52.00
Prime, 55/65	47.00 @ 49.00
Choice, 30/40	49.00 @ 53.00
Choice, 40/45	48.00 @ 53.00
Choice, 45/55	46.50 @ 51.00
Choice, 55/65	46.00 @ 48.00
Good, 30/40	49.00 @ 50.00
Good, 40/45	49.00 @ 51.00
Good, 45/55	48.00 @ 51.00
Western	
Prime, 45/dn.	49.00 @ 51.00
Prime, 45/55	47.00 @ 49.00
Prime, 55/65	45.50 @ 47.00
Choice, 45/dn.	47.00 @ 50.00
Choice, 45/55	45.50 @ 48.00
Choice, 55/65	44.50 @ 46.00
Good, 45/dn.	45.00 @ 49.00
Good, 45/55	44.00 @ 48.00

VEAL—SKIN OFF

(L.c.l. carcass prices)	
Western	
Prime, 90/120	\$52.00 @ 55.00
Prime, 120/150	52.00 @ 55.00
Choice, 90/120	45.00 @ 48.00
Choice, 120/150	45.00 @ 49.00
Good, 90/120	42.00 @ 45.00
Good, 90/120	42.00 @ 45.00
Stand., 50/90	38.00 @ 40.00
Stand., 90/120	37.00 @ 40.00
Calf, 200/dn., ch.	39.00 @ 41.00
Calf, 200/dn., gd.	38.00 @ 40.00
Calf, 200/dn., std.	36.00 @ 38.00

LOCAL SLAUGHTER

CATTLE:	
Head	
Week ended Apr. 19	12,367
Week previous	10,169
CALVES:	
Week ended Apr. 19	10,707
Week previous	8,607
HOGS:	
Week ended Apr. 19	53,215
Week previous	52,795
SHEEP:	
Week ended Apr. 19	30,182
Week previous	29,987

PHILA. FRESH MEATS

April 22, 1958

WESTERN DRESSED

STEER CARCASSES: (Cwt.)	
Choice, 500/700	\$48.50 @ 50.50
Choice, 700/800	48.25 @ 50.50
Good, 500/800	45.00 @ 47.25
Hinds, choice	54.00 @ 56.00
Hinds, good	50.00 @ 53.00
Rounds, choice	54.00 @ 56.00
Rounds, good	52.00 @ 54.00
COW CARCASSES:	
Com'l, 400/up	39.00 @ 40.50
Utility, all wts.	37.50 @ 39.25
VEAL (SKIN OFF):	
Choice, 90/120	49.00 @ 51.00
Choice, 120/150	49.00 @ 51.00
Good, 50/90	45.00 @ 47.00
Good, 90/120	46.00 @ 48.00
Good, 120/150	46.00 @ 48.00
LAMB:	
Ch. & pr., 30/45	48.00 @ 52.00
Ch. & pr., 45/55	46.00 @ 50.00
Good, all wts.	50.00 @ 56.00

LOCALLY DRESSED

STEER BEEF (lb.)		Choice	Good
Carc., 5/700	48½ @ 50½	45½ @ 47	
Carc., 7/800	48 @ 50	45 @ 46½	
Hinds., 120/170	.54 @ 56	48 @ 54	
Hinds., 170/195	.54 @ 55	48 @ 50	
Rounds,	no flank.	54 @ 57	51 @ 53
Hip rd. plus flank	.53 @ 55	50 @ 52	
Full loins, untrim.	.56 @ 58	49 @ 52	
Short loin, untrim.	.67 @ 78	60 @ 66	
Ribs (7 bone) . . . .	.63 @ 67	54 @ 58	
Arm chucks . . . . .	.43 @ 45	41 @ 43	
Briskets . . . . .	.38 @ 42	35 @ 42	
Short plates . . . . .	.25 @ 28	25 @ 28	

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, April 23, 1958)

SKINNED HAMS				BELLIES			
F.F.A. or fresh		Frozen		F.F.A. or fresh		Frozen	
46 1/2	10/12	46 1/2		38n	6/8	38n	
45 1/2 @ 46	12/14	45 1/2 @ 46		38	8/10	38	
44 1/2	14/16	44 1/2		38	10/12	38	
42 1/2	16/18	42 1/2		35 1/2	12/14	35 1/2	
38 1/2	18/20	38 1/2		33 1/2 @ 34	14/16	33 1/2 @ 34	
37 1/2	20/22	37 1/2		33	16/18	33	
36 1/2	22/24	36 1/2		32	18/20	32	
36 1/2	24/26	36 1/2					
36	25/30	36					
35	25/up, 2's in.	35					

PICNICS			
F.F.A. or fresh		Frozen	
30	4/6	30	
28 1/2 @ 29	6/8	28 1/2 @ 29	
28 @ 28 1/2	8/10	28n	
28 @ 28 1/2	10/12	28n	
28n	12/14	28n	
28	8/up, 2's in.	28n	

FAT BACKS			
Frozen or fresh		Cured	
9 1/2n	6/8	10	
10n	8/10	10 1/2n	
10 1/2n	10/12	11 1/4n	
11 1/4n	12/14	12 1/2n	
12n	14/16	13n	
13n	16/18	14	
13n	18/20	14	
13n	20/22	14	

n—nominal, b—bid, n—asked.

LARD FUTURES PRICES

NOTE: Add 1/4¢ to all price quotations ending in 2 or 7.

FRIDAY, APRIL 18, 1958				
Open	High	Low	Close	
May 12.80	12.97	12.80	12.92	
July 12.70	12.90	12.62	12.90n	
Sept. 12.37	12.60	12.37	12.57	
Oct. 12.07	12.25	12.00	12.22n	
Nov. 11.90	11.90	11.85	11.85n	

Sales: 10,040,000 lbs.
Open interest at close Thurs.
Apr. 17: May 281, July 488, Sept. 109, and Oct. 41 lots.

MONDAY, APRIL 21, 1958				
May	12.90	12.92	12.55	12.57
	-87			-55
July	12.95	12.95	12.75	12.75b
Sept.	12.62	12.95	12.47	12.47
Oct.	12.22	12.22	12.05	12.05
Nov.	12.00	12.00	11.80	11.80n

Sales: 5,680,000 lbs.
Open interest at close Fri., Apr. 18: May 294, July 516, Sept. 136, Oct. 41, and Nov. one lot.

TUESDAY, APRIL 22, 1958				
May	12.50	12.50	12.47	12.20
	-45			-17
July	12.67	12.70	12.20	12.20
	-62			-27
Sept.	12.45	12.45	12.20	12.20
Oct.	11.97	12.00	11.97	12.00
Nov.				11.75n

Sales: 17,120,000 lbs.
Open interest at close Mon., Apr. 21: May 268, July 529, Sept. 145, Oct. 40, and Nov. five lots.

WEDNESDAY, APRIL 23, 1958				
May	12.35	12.37	12.05	12.07
	-35			-05
July	12.22	12.37	12.20	12.20
	-35			-20
Sept.	12.30	12.35	12.20	12.20
Oct.	11.92	12.00	11.92	12.00b
Nov.				11.75n

Sales: 6,490,000 lbs.
Open interest at close Tues., Apr. 22: May 214, July 506, Sept. 158, Oct. 41, and Nov. five lots.

THURSDAY, APRIL 24, 1958				
May	12.05	12.12	11.97	12.10b
July	12.25	12.25	12.00	12.10b
Sept.	12.25	12.25	12.05	12.15
Oct.	11.95	11.95	11.90	11.90
Nov.	11.75	11.75	11.75	11.75

Sales: 13,000,000 lbs.
Open interest at close Wed., Apr. 23: May 204, July 512, Sept. 151, Oct. 41, and Nov. five lots.

CHGO. FRESH PORK AND PORK PRODUCTS

April 22, 1958		
		(cl., lb.)
Hams, skinned, 10/12	47 1/2	
Hams, skinned, 12/14	47	
Hams, skinned, 14/16	45 1/2	
Picnics, 4/6 lbs.	31	
Picnics, 6/8 lbs.	29	
Pork loins, boneless	65	@ 68
Shoulders, 16/dn, loose	36	

(Job lots, lb.)

Pork livers	20	
Tenderloins, fresh, 10's	83	@ 85
Neck bones, bbls.	16	@ 17
Ears, 30's	18	
Feet, s.c., bbls.	10	

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)

Pork trimmings, 40% lean, barrels	27 1/2	
Pork trimmings, 50% lean, barrels	28	
Pork trimmings, 80% lean, barrels	40	
Pork trimmings, 95% lean, barrels	45	
Pork head meat	34	
Pork cheek meat, barrels	40	

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$15.25	
Refined lard, 50-lb., fiber cubes, f.o.b. Chicago	14.75	
Kettle rendered, 50-lb. tins, f.o.b. Chicago	16.25	
Leaf, kettle rendered tierces, f.o.b. Chicago	17.00	
Lard flakes	17.00	
Neutral tierces, f.o.b. Chicago	16.75	
Standard shortening, N. & S. (del.)	20.75	
Hydro. shortening, N. & S.	21.25	

WEEK'S LARD PRICES

	P.S. or D.R. cash (Bd. Trade)	Dry rend. (Open Mkt.)	Ref. in 50-lb. tins (Open Mkt.)
Apr. 18, 12.85n	11.75	14.25n	
Apr. 21, 12.85n	11.75	14.25n	
Apr. 22, 12.30n	11.75	14.00n	
Apr. 23, 12.07 1/2n	11.62 1/2n	13.75n	
Apr. 24, 12.10n	11.62 1/2n	13.75n	

PLUS MARGINS ON LIGHT HOGS RECEDE

(Chicago costs, credits and realizations for Monday and Tuesday)

Markdowns in pork prices hit light hogs this week more than the two heavier classes. The relatively narrow plus margins on handyweights of the last few weeks were even slimmer this week. Margins on heavy hogs actually worked a little toward the plus side.

	—150-220 lbs.—		—220-240 lbs.—		—240-270 lbs.—	
	Value	per cwt.	Value	per cwt.	Value	per cwt.
Lean cuts	\$13.68	\$19.70	\$13.02	\$18.85	\$12.18	\$17.15
Fat cuts, lard	6.50	9.34	6.45	9.14	5.95	8.26
Ribs, trimmings, etc.	2.60	3.86	2.55	3.56	2.84	3.27
Cost of hogs	\$20.81		\$20.81		\$20.19	
Condemnation loss	.10		.10		.10	
Handling, overhead	1.82		1.05		1.48	
TOTAL COST	22.73	32.60	22.56	31.77	21.77	30.44
TOTAL VALUE	22.87	32.90	22.03	31.06	20.47	28.68
Cutting margin	+\$.14	+\$.21	-\$.53	-\$.72	-\$ 1.30	-\$ 1.76
Margin last week	+.27	+.38	-.52	-.71	-1.38	-1.85

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles April 22	San Francisco April 22	No. Portland April 22
FRESH PORK (Carcass): (Packer style)		(Shipper style)	(Shipper style)
90-120 lbs., U.S. No. 1-3. None quoted		\$36.00@38.00	None quoted
120-180 lbs., U.S. No. 1-3. \$36.00@38.00		34.00@36.00	\$34.00@36.00

FRESH PORK CUTS, No. 1:			
LOINS:			
12-16 lbs.	49.00@52.00	55.00@56.00	53.00@56.00
10-12 lbs.	49.00@52.00	53.00@55.00	53.00@56.00
12-16 lbs.	49.00@52.00	51.00@53.00	53.00@56.00

PICNICS:			
4-8 lbs.	(Smoked)	(Smoked)	(Smoked)
	37.00@44.00	38.00@40.00	38.00@42.00

HAMS:			
12-16 lbs.	52.00@58.00	56.00@60.00	54.00@57.00
16-18 lbs.	51.00@58.00	53.00@57.00	53.00@56.00

BACON "Dry" Cure, No. 1:			
6-8 lbs.	48.00@52.00	57.00@61.00	53.00@57.00
8-10 lbs.	47.00@50.00	55.00@60.00	52.00@55.00
10-12 lbs.	46.00@50.00	52.00@56.00	49.00@53.00

LARD, Refined:			
1-lb. cartons	18.50@20.25	21.00@22.00	17.00@19.00
50-lb. cartons & cans	16.00@19.75	19.00@21.00	None quoted
Tierces	15.25@19.25	18.00@20.00	14.00@17.00

N. Y. FRESH PORK CUTS

April 22, 1958

	City Box lots, cwt.
Pork loins, 8/12	\$52.00@57.00
Pork loins, 12/16	54.00@56.00
Hams, sknd., 10/14	47.00@52.00
Boston butts, 4/8	46.00@49.00
Regular picnics, 4/8	32.00@36.00
Spareribs, 3/down	46.00@50.00

(L.c.l. prices, cwt.) Western

Pork loins, 8/12	50.00@54.00
Pork loins, 12/16	50.00@53.00
Hams, sknd., 12/16	49.00@54.00
Boston butts, 4/8	42.00@45.00
Picnics, 4/8	33.00@35.00
Spareribs, 3/down	44.00@48.00

PHILA. FRESH PORK

April 22, 1958

WESTERN DRESSED (L.c.l. lb.)	
Reg. loins, 8/12	50 @ 52
Reg. loins, 12/16	49 @ 51
Boston butts, 4/8	42 @ 43
Spareribs, 3/down	43 @ 45

LOCALLY DRESSED	
Pork loins, 8/12	49 @ 55
Pork loins, 12/16	48 1/2 @ 54
Bellies, 10/12	38 1/2 @ 39
Spareribs, 3/down	44 @ 47
Spareribs, 3/5	37 @ 40
Boston butts, 4/8	43 @ 46
Skinned hams, 10/12	48 1/2 @ 54
Skinned hams, 12/14	48 @ 52
Picnics, S.S., 4/8	35 @ 39

N. Y. DRESSED HOGS

April 22, 1958

	(Heads on, leaf fat in)
50 to 75 lbs.	\$38.25@39.25
75 to 100 lbs.	33.25@36.25
100 to 125 lbs.	33.25@36.25
125 to 150 lbs.	33.25@36.25

CHGO. WHOLESALE SMOKED MEATS

April 22, 1958

Hams, skinned, 14/16 lbs., (Av.) wrapped	53
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	54
Hams, skinned, 16/18 lbs., wrapped	52
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	53
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	52
Bacon, fancy sq. cut seed-les, 12/14 lbs., wrapped	51
Bacon, No. 1 sliced 1-lb. heat seal, self-service, pkgs.	54

HOG-CORN RATIO

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Apr. 19, 1958 was 15.9, the U. S. Department of Agriculture has reported. This ratio compared with the 16.6 ratio for the preceding week and 13.8 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.307, \$1.284 and \$1.315 per bu. during the three periods, respectively.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, April 23, 1958

BLOOD

Unground, per unit of ammonia, bulk 8.00n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:
Low test 8.25n
Med. test 8.00n
High test 8.00n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged... \$100.00@107.50
50% meat, bone scraps, bulk ... 97.50@102.50
60% digester tankage, bagged... 105.00@112.50
60% digester tankage, bulk ... 102.50@107.50
80% blood meal, bagged 135.00@155.00
Steam bone meal, 50-lb. bags, (specially prepared) 92.50
60% steam bone meal, bagged... 80.00

FERTILIZER MATERIALS

Feather tankage, ground per unit ammonia \$6.00
Hoof meal, per unit ammonia \$6.00@6.50n

DRY RENDERED TANKAGE

Low test, per unit prot. 1.85n
Med. test, per unit prot. 1.90n
High test, per unit prot. 1.75n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 25.00
Cattle jaws, feet (non-gel.) ton... 10.00@14.00
Trim bone, ton 13.00@18.00
Pigskin (gelatine), cwt. 6.25@ 7.00
Pigskins (rendering), piece 15@25

ANIMAL HAIR

Winter coil dried, per ton \$40.00
Summer coil dried, per ton \$25.00@30.00
Cattle switches, per piece 3@4
Winter processed (Nov.-March) gray, lb. 9n
Summer processed (April-Oct.) gray, lb. 5@6n

*Delv'd., f.c.a.f. Midwest, n—nominal, a—asked

TALLOW and GREASES

Wednesday, April 23, 1958

Resistance on the part of buyers late last week resulted in the inedible tallow and grease market developing a soft undertone. A couple of tanks of bleachable fancy tallow traded at 7½c, c.a.f. Chicago. Special tallow was bid at 7c, and yellow grease at 6¼c, c.a.f. Chicago. Buyers and sellers in most cases were ¼@¼c apart in their price ideas.

Buying inquiry on bleachable fancy tallow was in the market at 8c, c.a.f. Avondale, La. The same material was bid at 7½c, Chicago, and B-white grease at 7c, c.a.f. Chicago. A couple of tanks of yellow grease sold at 6¼c, also c.a.f. Chicago.

The Midwest market at the start of the new week was mostly a bid and offering session, and buyers and sellers were again around ¼@¼c apart as to their ideas. Special tallow was bid at 7c, with offerings at 7½c, c.a.f. Chicago. Yellow grease was still bid at 6¼c, c.a.f. Chicago, and at 7c, c.a.f. Avondale. For the latter point,

prime tallow was bid at 7¼c, and special tallow at 7½c.

Several tanks of choice white grease, all hog, sold on Tuesday at 87½c, c.a.f. East. It was also reported that hard body bleachable fancy tallow sold at 8¼c, same delivery point. Edible tallow remained unchanged as to offerings, 12c, c.a.f. Chicago, and at 11¼c, f.o.b. River points. Buyers were quiet.

At midweek yellow grease sold at 7c, c.a.f. Avondale, and the same material was bid at 7½c, c.a.f. New York. Prime tallow was bid at 7¼c, and special tallow at 7½c, c.a.f. Avondale. Choice white grease, all hog, was bid at 8¼c, same destination. No material change was registered on edible tallow. A tank sold at 11¼c, c.a.f. Chicago. Choice white grease, all hog, was offered at 9c, c.a.f. East, with bids ¼c lower. Bleachable fancy tallow was bid at 8c, c.a.f. Avondale, and at 8¼c@8½c, c.a.f. East. Movement came about late on Wednesday on a basis of 7½c, bleachable fancy tallow, c.a.f. Chicago.

TALLOW: Wednesday's quotations: edible tallow, 11¼@11½c.

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f.o.b. River, and 11 $\frac{1}{4}$ c, Chicago basis; original fancy tallow, 7 $\frac{1}{4}$ c; bleachable fancy tallow, 7 $\frac{1}{2}$ c; prime tallow, 7 $\frac{1}{4}$ c; special tallow, 7c; No. 1 tallow, 6 $\frac{3}{4}$ c; and No. 2 tallow, 6 $\frac{1}{2}$ c, Chicago.

GREASES: Wednesday's quotations: choice white grease, not all hog, quoted at 7 $\frac{1}{4}$ c; B-white grease, 7c; yellow grease, 6 $\frac{5}{8}$ c; house grease, 6 $\frac{1}{4}$ c; and brown grease, 6@6 $\frac{1}{2}$ c. Choice white grease, all hog, was quoted at 8 $\frac{7}{8}$ c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Apr. 23, 1958
Dried blood was quoted today at \$6.75@7 per unit of ammonia. Low test wet rendered tankage was listed at \$7@7.25 per unit of ammonia and dry rendered tankage was priced at \$1.60.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, APRIL 18, 1958

	Open	High	Low	Close	Prev. close
May	15.96b	16.08	15.94	16.06b	15.3
July	16.07	16.15	16.00	16.15	15.90b
Sept.	15.98	16.12	15.94	16.08	15.93
Oct.	15.85b	15.90	15.70	15.90	15.65
Dec.	15.68b	15.80	15.65	15.70b	15.38
Jan.	15.55b	15.77	15.65	15.75b	15.55b
Mar.	15.55b	15.77	15.65	15.74b	15.57b
May	15.50b	15.77	15.65	15.70b	15.55b

Sales: 285 lots.

MONDAY, APRIL 21, 1958

	Open	High	Low	Close	Prev. close
May	16.10b	16.17	16.01	16.01b	16.00b
July	16.20	16.23	16.05	16.06	16.15
Sept.	16.15	16.17	16.04	16.02b	16.08
Oct.	15.90b	15.95	15.93	15.80b	15.90
Dec.	15.70b	15.83	15.75	15.75	15.76b
Jan.	15.75b	15.80	15.70	15.70b	15.75b
Mar.	15.70b	15.80	15.70	15.70b	15.74b
May	15.70b	15.80	15.65b	15.70b	15.70b

Sales: 214 lots.

TUESDAY, APRIL 22, 1958

	Open	High	Low	Close	Prev. close
May	16.01b	16.02	15.90	15.85b	16.01b
July	16.10	16.10	15.91	15.93	16.06
Sept.	16.08	16.08	15.83	15.87	16.02b
Oct.	15.80	15.80	15.63	15.63	15.80b
Dec.	15.70	15.78	15.55	15.55	15.75
Jan.	15.75b	15.80	15.55b	15.55b	15.70b
Mar.	15.78	15.78	15.60	15.54b	15.70b
May	15.70b	15.80	15.55b	15.55b	15.65b

Sales: 331 lots.

WEDNESDAY, APRIL 23, 1958

	Open	High	Low	Close	Prev. close
May	15.82	15.82	15.65	15.67	15.85b
July	15.90	15.90	15.70	15.77	15.93
Sept.	15.85	15.87	15.73	15.87	15.87
Oct.	15.60	15.64	15.54	15.63	15.63
Dec.	15.55	15.51	15.50b	15.55	15.55
Jan.	15.55b	15.55	15.50b	15.55b	15.55b
Mar.	15.57	15.55	15.50b	15.54b	15.54b
May	15.55b	15.55	15.55b	15.55b	15.55b

Sales: 565 lots.

VEGETABLE OILS

Wednesday, April 23, 1958

Crude cottonseed oil, f.o.b.	13 $\frac{3}{4}$ n
Valley	14n
Southeast	13 $\frac{1}{4}$ n
Texas	14 $\frac{1}{4}$ n
Corn oil in tanks, f.o.b. mills	11a
Soybean oil, f.o.b. Decatur	17 $\frac{1}{2}$ a
Peanut oil, f.o.b. Pacific Coast	14 $\frac{1}{4}$
Coconut oil, f.o.b. Pacific Coast	14 $\frac{1}{4}$
Cottonseed foots:	
Midwest and West Coast	1 $\frac{1}{2}$ @1 $\frac{1}{2}$
East	1 $\frac{1}{2}$ @1 $\frac{1}{2}$

OLEOMARGARINE

Wednesday, April 23, 1958

White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	25
Milk churned pastry (750 lbs., 30's)	23 $\frac{1}{4}$ @25
Water churned pastry (750 lbs., 30's)	22 $\frac{1}{4}$ @24
Bakers drums, ton lots	20 $\frac{1}{4}$

OLEO OILS

Wednesday, April 23, 1958

Prime oleo oil (drums) (slack barrels)	12 $\frac{3}{4}$
Extra oleo oil (drums)	18 $\frac{1}{2}$ @18 $\frac{3}{4}$
Prime oleo oil (drums)	18 @18 $\frac{1}{4}$

n—nominal, a—asked, b—bid, pd—paid.

HIDES AND SKINS

Packer hides gain another $\frac{1}{2}$ c after last week's late rise, with demand broad on most selections—Small packer and country hides share partly in higher prices on other stock—Calfskins and kipskins steady in light trading—Sheepskins, nominally steady.

CHICAGO

PACKER HIDES: An estimated 50,000 hides traded through mid-week. Much activity took place on Thursday of last week and again on Tuesday and Wednesday of this week. Most selections rose $\frac{1}{2}$ c this week. In late trading Tuesday, light native steers sold $\frac{1}{2}$ c higher at 16c, Austin and 16 $\frac{1}{2}$ c Chicago production. Heavy native steers sold $\frac{1}{2}$ c higher at 11c St. Joseph, and 11 $\frac{1}{2}$ c Chicago. Ex-light native steers were higher at 19c for Austin production. Butt-brands and Colorados sold $\frac{1}{2}$ c higher at 9c and 8 $\frac{1}{2}$ c, respectively. Heavy native cows sold at 12c for Rivers and 12 $\frac{1}{2}$ c for low freight points. Light native cows gained $\frac{1}{2}$ c at 14 $\frac{1}{2}$ c for Austin, and 17c Kansas City, St. Louis and St. Joseph production. Branded cows sold $\frac{1}{2}$ c higher at 10 $\frac{1}{2}$ c for Northerns, 11 $\frac{1}{2}$ c for Wichita's and 12c Fort Worth; the latter price was 1c higher since last sale that point.

SMALL PACKER AND COUNTRY HIDES: Rising prices in the big packer market brought a similar trend in small packer hides. The 60-lb. average was quoted at 10c nominal, and the 50-lb. at 12 $\frac{1}{2}$ nominal. Calfskins and kipskins were steady.

CALFSKINS AND KIPSKINS: In a quiet market calfskins and kipskins remained nominally steady at last week's levels.

SHEEPSKINS: Trading in the sheepskin market has been somewhat limited and prices have remained steady. No. 1 shearlings sold at 1.25 @ 2.50, No. 2's at .90@1.25, and No. 3's at .50@.75 Fall clips sold steady at 2.25@3.50 and dry pelts were unchanged at .21@.22.

List 20 Ingredients in Soap

The U.S. Agricultural Marketing Service lists 20 kinds of fats and oils commonly used in the manufacture of soap. Animal facts comprise the largest single class of ingredients which go into the manufacture of soap. Of the 1,058,000,000 lbs. of fats and oils used in soap making last year, 785,000,000 lbs. were of animal origin. This total was the smallest in ten years.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Apr. 23, 1958	Cor. date 1958
Lgt. native steers	16 @10 $\frac{1}{2}$	13 $\frac{1}{4}$
Hvy. nat. steers	11 @11 $\frac{1}{2}$	9 $\frac{1}{4}$
Ex. lgt. nat. steers	18 $\frac{1}{2}$ @19	17n
Butt-brand, steers	9n	8
Colorado steers	8 $\frac{1}{2}$ n	7 $\frac{1}{4}$
Hvy. Texas steers	9n	8
Light Texas steers	13n	11n
Ex. lgt. Texas steers	16n	15n
Heavy native cows	12 @12 $\frac{1}{2}$ n	10
Light nat. cows	14 $\frac{1}{2}$ @17	13 $\frac{1}{4}$ @15 $\frac{1}{2}$
Branded cows	10 $\frac{1}{2}$ @12n	9@10 $\frac{1}{2}$
Native bulls	7 @8n	8n
Branded bulls	6 @7n	7n
Calfskins:		
Northerns, 10/15 lbs.	42 $\frac{1}{2}$ n	50 @52 $\frac{1}{2}$
10 lbs./down	40n	36
Kips, Northern native		
15/25 lbs.	35n	34n

SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	10n	8 @8 $\frac{1}{2}$ n	
50 lbs.	12 $\frac{1}{2}$ n	10 $\frac{1}{2}$ @11n	

SMALL PACKER SKINS

Calfskins, all wts.	30n	28 @29n
Kipskins, all wts.	25n	22 @23n

SHEEPSKINS

Packer shearlings:		
No. 1	1.25@2.50	2.10@2.60
Dry Pelts	21@22n	28n
Horsehides, untrim.	7.75@8.25n	8.50@9.00
Horsehides, trim.	7.25@7.75n	7.50@8.00

N. Y. HIDE FUTURES

FRIDAY, APRIL 18, 1958

	Open	High	Low	Close	80n
Apr. ...	12.50b			12.55b-	
July ...	13.01-04	13.10	13.02	13.02b-	06a
Oct. ...	13.27	13.27	13.27	13.20b-	32n
Jan. ...				13.25n	
Sales: 14 lots.					
July ...	13.40b	13.50	13.50	13.45b-	52a
Oct. ...	13.75b	13.75	13.75	13.65b-	75a
Jan. ...				13.80b-14.00n	
Apr. ...				13.95b-14.15n	

Sales: three lots.

MONDAY, APRIL 21, 1958

	Open	High	Low	Close	75a
Apr. ...	12.85	12.85	12.85	12.65b-	
July ...	13.00b			13.00b-	10a
Oct. ...	13.15b			13.20b-	35a
Jan. ...				13.25n	
Sales: two lots.					
July ...	13.30b			13.40b-	50n
Oct. ...	13.60b	13.74	13.74	13.65b-	80n
Jan. ...	13.70b			13.75b-	90n
Apr. ...	13.85b			13.85b-14.00n	

Sales: one lot.

TUESDAY, APRIL 22, 1958

	Open	High	Low	Close	12n
Apr. ...	12.50b	12.80	12.80	12.80	
July ...	12.85b	13.00	12.99	13.02b-	12n
Oct. ...	13.10b			13.20b-	30n
Jan. ...				13.25n	
Sales: three lots.					
July ...	13.25b	13.37	13.37	13.45b-	55a
Oct. ...	13.50b	13.80	13.62	13.65b-	80n
Jan. ...	13.60b			13.75b-	90n
Apr. ...	13.70b			13.85b-14.00n	

Sales: five lots.

WEDNESDAY, APRIL 23, 1958

	Open	High	Low	Close	85a
Apr. ...	12.70b			12.70b-	
July ...	12.85b			13.02b-	15n
Oct. ...	13.15b			13.20b-	35n
Jan. ...				13.25n	
Sales: four lots.					
July ...	13.40b			13.45b-	60n
Oct. ...	13.65b			13.65b-	85a
Jan. ...	13.75b			13.75b-	70n
Apr. ...	13.85b			13.85b-14.00n	

Sales: none.

THURSDAY, APRIL 24, 1958

	Open	High	Low	Close	75n
Apr. ...	12.50b	12.75	12.70	12.60b-	
July ...	13.01	13.01	12.99	12.97b-13.02n	
Oct. ...	13.15b			13.15b-	30n
Jan. ...				13.20n	
Sales: nine lots.					
July ...	13.40b			13.35b-	50n
Oct. ...	13.60b	13.60	13.60	13.55b-	70n
Jan. ...	13.75b			13.65b-	90n
Apr. ...	13.85b			13.75b-14.00n	

Sales: one lot.

NOTE: Upper series of markets each day old contracts; lower series, new contracts.

LIVESTOCK MARKETS...Weekly Review

Livestock Slaughter In March Off From Numbers Year Before

Slaughter of livestock under federal inspection in March, although up moderately from that for February, was down considerably from numbers for March last year. Three-month totals were also below those of 1957. Cattle slaughter declined by about 15 per cent for the month and about 12 per cent for the three months, with hog slaughter down by about 12 per cent from March last year and about 8 per cent smaller than for the first three months of 1957.

March cattle kill numbered 1,360,232 head for a small increase over the February count of 1,308,695, but fell short of last year's 1,513,798 head for the month. Year totals were 4,298,487, and 4,852,720.

Slaughter of calves rose to 521,291 in March from 467,991 in February, but was off sharply from March 1957 kill of 632,494 head. Aggregate slaughter of the young stock through March at 1,536,234 fell far behind last year's 1,838,745 for the same three months.

Hog slaughter, normally larger in March than in February, this year numbered 4,817,607 head compared with 4,452,619 for February, but ran considerably behind the March 1957 kill of 5,380,056. Slaughter for the year at 14,801,401 head was down by more than a million head from last year's kill of 16,019,444.

Slaughter of sheep and lambs fell below the million mark for the second straight month, although up moderately from that in February. March kill of the animals numbered 996,455 head as against 940,291 for the previous month and 1,011,489 in March

last year. The year total of 2,997,620 head was down by about 10 per cent from the January-March count of 3,435,342 last year.

FEDERALLY INSPECTED SLAUGHTER

CATTLE		
	1958	1957
January	1,629,560	1,851,362
February	1,308,695	1,487,560
March	1,360,232	1,513,798
April	1,496,091	1,665,396
May	1,635,022	1,739,134
June	1,726,015	1,827,597
July	1,800,946	1,900,946
August	1,815,423	1,915,423
September	1,815,423	1,915,423
October	1,815,423	1,915,423
November	1,815,423	1,915,423
December	1,815,423	1,915,423

CALVES		
	1958	1957
January	546,952	656,616
February	467,991	549,635
March	521,291	632,494
April	612,558	779,519
May	579,519	779,519
June	595,771	779,519
July	615,082	779,519
August	637,775	779,519
September	742,307	779,519
October	697,767	779,519
November	569,468	779,519
December	569,468	779,519

HOGS		
	1958	1957
January	5,531,175	5,654,565
February	4,452,619	4,984,823
March	4,817,607	5,380,056
April	5,300,129	5,300,129
May	4,883,753	5,300,129
June	3,993,885	5,300,129
July	4,184,883	5,300,129
August	4,418,124	5,300,129
September	5,059,928	5,300,129
October	6,068,775	5,300,129
November	5,505,486	5,300,129
December	5,522,852	5,300,129

SHEEP		
	1958	1957
January	1,040,874	1,338,282
February	940,291	1,090,570
March	996,455	1,011,489
April	1,060,814	1,060,814
May	1,132,669	1,132,669
June	1,043,927	1,132,669
July	1,200,161	1,132,669
August	1,111,070	1,132,669
September	1,104,325	1,132,669
October	1,209,856	1,132,669
November	957,687	1,132,669
December	978,193	1,132,669

JANUARY-MARCH TOTALS		
	1958	1957
Cattle	4,298,487	4,852,720
Calves	1,536,234	1,838,745
Hogs	14,801,401	16,019,444
Sheep	2,997,620	3,435,342

SALABLE LIVESTOCK AT 12 MARKETS IN MARCH

CATTLE		
	Mar. 1958	Mar. 1957
Chicago	178,488	184,866
Cincinnati	16,001	15,065
Denver	45,308	47,396
Fort Worth	23,636	26,791
Indianapolis	34,602	31,475
Kansas City	69,264	71,005
Oklahoma City	34,782	37,753
Omaha	154,815	142,475
St. Joseph	56,277	45,667
St. Louis NBY	68,333	71,472
Sioux City	129,301	95,788
S. St. Paul	90,071	86,598
Totals	900,956	856,348

CALVES		
	Mar. 1958	Mar. 1957
Chicago	3,318	4,675
Cincinnati	3,571	4,186
Denver	1,147	3,081
Fort Worth	5,747	7,185
Indianapolis	2,810	3,466
Kansas City	3,354	4,385
Oklahoma City	2,518	4,641
Omaha	1,815	3,409
St. Joseph	2,032	2,344
St. Louis NBY	9,880	14,989
Sioux City	2,229	2,522
S. St. Paul	34,007	41,601
Totals	72,228	96,424

HOGS		
	Mar. 1958	Mar. 1957
Chicago	154,544	151,773
Cincinnati	54,160	64,806
Denver	8,100	9,610
Fort Worth	8,565	11,885
Indianapolis	169,795	208,467
Kansas City	52,881	68,592
Oklahoma City	13,243	15,445
Omaha	136,319	122,721
St. Joseph	102,986	87,667
St. Louis NBY	275,069	283,015
Sioux City	104,644	100,615
S. St. Paul	189,696	200,813
Totals	1,230,010	1,310,409

SHEEP AND LAMBS		
	Mar. 1958	Mar. 1957
Chicago	31,901	32,395
Cincinnati	2,261	1,074
Denver	89,543	89,606
Fort Worth	74,429	66,772
Indianapolis	6,581	7,010
Kansas City	29,945	21,142
Oklahoma City	10,766	8,026
Omaha	82,950	52,892
St. Joseph	16,885	11,146
St. Louis NBY	13,770	16,768
Sioux City	25,385	18,080
S. St. Paul	34,089	34,572
Totals	398,494	349,487

HOG-CORN PRICE RATIOS

Hog and corn prices at Chicago and hog-corn price ratios compared:

	Barrows and gilts av. per cwt.	No. 3 Corn yellow per bu.	Ratios based on barrows and gilts
Mar. 1958	\$21.26	\$1.165	18.2
Feb. 1958	20.12	1.125	17.8
Mar. 1957	17.28	1.290	13.4

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 19, 1958, as reported to the National Provisioner:

CHICAGO

Armour, 9,960 hogs; shippers, 15,887 hogs; and others, 19,703 hogs. Totals: 17,822 cattle, 447 calves, 45,040 hogs and 2,736 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,468	254	324	1,242
Swift	1,705	385	3,729	1,737
Wilson	971	...	4,455	...
Butchers	4,073	...	3,184	329
Others	331	...	3,351	6,275
Totals	8,548	639	15,043	9,583

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	4,783	6,469	2,386	...
Cudahy	2,912	5,816	2,944	...
Swift	3,904	6,903	3,895	...
Wilson	3,471	5,109	1,930	...
Neb. Beef	595	...	...	...
Am. Stores	1,408	...	...	...
Cornhusker	808	...	...	...
O'Neill	450	...	...	...
L. & O.	266	...	...	...
Gr. Omaha	621	...	...	...
Rothschild	1,120	...	...	...
Roth	419	...	...	...
Kingman	771	...	...	...
Omaha	354	...	...	...
Union	1,204	...	...	...
Others	660	8,071	...	...
Totals	23,746	32,428	11,155	...

N. S. YARDS

	Cattle	Calves	Hogs	Sheep
Armour	2,236	400	10,113	449
Swift	2,225	780	13,474	1,895
Hunter	535	...	5,419	...
Krey	...	...	...	...
Hell	...	...	2,013	...
Totals	4,996	1,180	40,745	2,344

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,091	147	12,505	5,223
Armour	2,455	89	8,392	1,497
Selts	856	...	...	...
Others	3,101	...	3,218	...
Totals*	9,503	236	24,115	6,720

*Do not include 243 cattle, 71 calves, 1,398 hogs and 2,481 sheep direct to packers.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,700	...	14	2,082
Swift	3,591	...	4,781	638
S.C. Dr.	...	...	...	...
S.C. Dr.	3,740	...	...	...
Pork	...	...	4,671	...
Raskin	694	...	...	...
Butchers	376	...	...	...
Others	7,476	...	3,180	864
Totals	18,577	3	27,569	3,574

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	831	110	2,075	...
Dunn	79	...	...	...
Armour	19	...	...	1,068
Dold	124	...	650	...
Excel	791	...	...	...
Swift	...	...	...	1,397
State	231	...	...	2,091
Others	1,296	...	91	...
Totals	3,130	110	2,816	4,556

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	900	13	308	998
Wilson	751	34	1,082	1,473
Others	1,270	100	1,244	...
Totals*	2,650	147	2,724	2,471

*Do not include 1,083 cattle, 53 calves, 8,269 hogs and 925 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Cudahy	...	...	365	...
Swift	62	...	...	...
Ideal	962	...	...	...
United	547	...	328	...
Atlas	537	...	...	...
Gr. West	339	...	...	...
State	216	...	...	...
Acme	216	...	...	...
Goldring	213	...	...	...
Coast	200	...	8	...
Salter	161	...	...	...
Com'l	133	...	...	...
Others	4,312	145	333	...
Totals	7,789	145	1,054	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	290	...	...	3,678
Swift	1,198	84	3,178	8,778
Cudahy	515	...	4,206	103
Wilson	906	...	...	4,432
Others	8,078	32	1,846	475
Totals	10,982	116	9,230	17,466

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	5,254	2,462	11,316	2,147
Bartusch	941	...	...	...
Riffin	869	19	...	...
Superior	1,303	...	...	...
Swift	5,461	1,389	17,535	1,735
Others	3,457	3,158	14,619	1,518
Totals	17,285	7,028	43,470	5,400

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	338	402	1,136	10,215
Swift	705	231	878	10,367
Rosenthal	77	4	1	441
Totals	1,120	637	2,015	21,023

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	...	...	...	377
Schlachter	153	84	...	...
Others	3,364	868	13,180	140
Totals	3,517	952	13,189	517

TOTAL PACKER PURCHASES

	Week ended Apr. 19	Prev. week	Same week 1957
Cattle	129,645	129,675	147,335
Hogs	260,088	238,259	233,061
Sheep	87,545	83,106	72,079

CORN BELT DIRECT TRADING

Des Moines, Apr. 23—Prices on hogs at 13 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-3:

180/200 lbs.	\$18.25@20.00
200/240 lbs.	19.25@20.15
220/240 lbs.	18.95@20.00
240/270 lbs.	18.35@19.70
270/300 lbs.	None quoted

Sows, U.S. No. 1-3:

270/330 lbs.	17.50@18.90
330/400 lbs.	17.00@18.40
400/550 lbs.	15.75@17.90

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
Apr. 17	45,000	34,000	54,000
Apr. 18	41,500	46,500	39,000
Apr. 19	38,000	36,500	29,500
Apr. 21	62,000	55,500	71,500
Apr. 22	71,500	44,000	47,000
Apr. 23	50,000	48,000	41,500

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, April 23 were as follows:

CATTLE: Cwt.

Steers, gd. & ch.	\$25.50@29.00
Steers, std. & gd.	22.50@25.00
Heifers, gd. & ch.	25.00@27.00
Cows, util. & com'l	17.50@20.50
Cows, can. & cut.	13.00@18.00
Bulls, util. & com'l	21.00@23.00
Bulls, cutter	18.00@21.00

VEALERS:

Good & prime	26.50@32.00
Stand. & gd.	21.50@26.50
Calves, gd. & ch.	23.00@26.50

HOGS, U.S. No. 1-3:

140/160 lbs.	18.25@19.00
160/180 lbs.	19.00@20.25
180/200 lbs.	20.25@21.00
200/220 lbs.	20.25@21.15
220/240 lbs.	20.00@20.75
240/270 lbs.	19.50@20.00
270/300 lbs.	19.00@19.50

Sows, U.S. No. 1-3:

180/330 lbs.	18.25@19.25
330/450 lbs.	17.00@18.75

LAMBS:

Old crop, gd. & ch.	20.50@22.00
Springs, gd. & ch.	None quoted

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Apr. 19, 1958 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	12,967	10,707	53,215	136,182
Baltimore, Philadelphia	7,484	1,353	31,227	4,741
Cin., Cleve., Detroit, Indpis.	18,979	7,274	113,586	12,256
Chicago Area	21,481	7,865	45,077	3,535
St. Paul-Wis. Areas ²	26,299	22,889	85,162	10,290
St. Louis Area ³	11,514	2,336	80,237	4,935
Sioux City-So. Dak. Area ⁴	16,528	...	44,356	12,401
Omaha Area ⁵	29,426	318	70,445	14,553
Kansas City	9,458	1,220	13,390	10,475
Iowa-S. Minnesota ⁶	24,763	10,373	227,998	26,815
Louisville, Evansville, Nashville, Memphis	7,696	5,709	57,108	...
Georgia-Alabama Area ⁷	4,550	1,206	26,926	...
St. Joseph, Wichita, Okla. City	15,357	1,554	43,707	9,887
Ft. Worth, Dallas, San Antonio	9,479	5,445	13,798	27,284
Denver, Ogden, Salt Lake City	13,849	348	12,174	24,564
Los Angeles, San Fran. Areas ⁸	19,315	3,497	20,944	29,135
Portland, Seattle, Spokane	5,462	306	11,711	3,064
Grand totals	252,207	81,898	951,076	232,708
Totals same week 1957	278,015	97,723	1,019,944	216,475

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Neb., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan, and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades for steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Apr. 12 compared with the same week in 1957 was reported to the Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	1958	1957	1958	1957	1958	1957	1958	1957
Toronto	\$24.00	\$20.00	\$32.36	\$27.50	\$29.00	\$28.50	\$24.50	\$23.22
Montreal	23.70	20.00	24.45	19.50	28.65	28.50	...	...
Winnipeg	23.22	18.25	28.68	25.50	27.75	27.10	21.00	18.10
Calgary	22.45	17.77	23.85	22.39	26.13	24.70	20.05	19.12
Edmonton	21.70	17.70	28.50	28.00	27.90	25.65	22.50	18.40
Lethbridge	21.75	17.75	22.25	20.00	27.45	24.56	20.50	19.75
Pr. Albert	22.25	17.20	26.25	23.75	26.00	25.50	...	...
Moose Jaw	21.60	16.80	23.00	22.10	26.00	25.50	20.00	...
Saskatoon	22.50	17.50	26.00	24.00	26.00	25.50	18.35	16.75
Regina	21.50	16.65	25.50	23.00	26.00	25.50	...	...
Vancouver	22.00	17.95	...	23.65	...	...	...	...

*Spring lambs at Toronto, \$36.60.

*Canadian government quality premium not included.

SOUTHERN RECEIPTS

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the 13 centers for the week ended April 19, 1958, compared.

CATTLE			
	Week ended	Prev. week	Cor.
Chicago...	17,822	19,429	21,646
Kan. City...	9,187	8,026	12,156
Omaha...	21,390	24,197	27,057
N.B. Yards...	6,186	6,349	10,050
St. Joseph...	6,627	8,393	10,841
St. Paul...	12,076	10,597	13,403
Wichita...	2,440	2,800	3,000
New York & Jer. City...	12,367	10,169	9,472
Okla. City...	3,925	4,250	6,502
Cincinnati...	3,303	3,199	4,586
Denver...	11,435	10,861	11,609
St. Paul...	13,828	14,008	14,367
Milwaukee...	4,281	4,713	3,646
Totals...	127,857	127,100	148,435

HOGS			
Chicago...	29,753	31,079	25,295
Kan. City...	15,043	14,064	16,416
Omaha...	46,023	41,221	39,759
N.B. Yards...	40,745	37,428	47,370
St. Joseph...	22,290	21,242	22,950
St. Paul...	17,036	24,669	14,006
Wichita...	12,528	11,313	9,485
New York & Jer. City...	53,215	52,795	55,046
Okla. City...	10,986	10,472	12,493
Cincinnati...	11,982	12,072	12,122
Denver...	8,907	10,107	10,743
St. Paul...	28,851	31,261	28,944
Milwaukee...	3,677	4,014	4,276
Totals...	301,043	301,737	298,905

SHEEP			
Chicago...	2,736	2,356	2,553
Kan. City...	9,583	7,685	7,943
Omaha...	13,222	11,700	8,660
N.B. Yards...	2,344	1,866	3,708
St. Joseph...	9,191	5,973	6,210
St. Paul...	3,016	2,175	2,448
Wichita...	2,465	3,237	1,459
New York & Jer. City...	36,182	29,987	32,341
Okla. City...	3,396	2,396	3,091
Cincinnati...	408	317	414
Denver...	15,560	16,584	16,896
St. Paul...	8,882	2,608	2,018
Milwaukee...	404	887	623
Totals...	105,469	90,771	88,330

*Cattle and calves.
*Federally inspected slaughter, including directs.
*Stockyard sales for local slaughter, *Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended April 12:

	Week ended	Same week
	Apr. 12	1957
CATTLE		
Western Canada...	15,570	17,100
Eastern Canada...	16,747	16,790
Totals...	32,317	33,890
HOGS		
Western Canada...	48,365	41,653
Eastern Canada...	58,164	55,925
Totals...	106,529	97,578
SHEEP		
All hog carcasses graded...	115,786	103,800
Western Canada...	2,123	2,755
Eastern Canada...	2,194	2,214
Totals...	4,317	4,969

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st. New York market for week ended Apr. 19:

	Cattle	Calves	Hogs	Sheep
Salable...	167	7	...	...
Total (incl. directs)...	2,676	88	17,099	9,310
Prev. wk.:	...	...	...	...
Salable...	97	7	...	...
Total (incl. directs)...	2,569	49	16,640	7,816

*Includes hogs at 31st street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS			
	Cattle	Calves	Hogs
Apr. 17...	1,674	109	10,445
Apr. 18...	559	46	10,623
Apr. 19...	145	6	654
Apr. 21...	22,578	124	11,286
Apr. 22...	6,500	200	13,500
Apr. 23...	16,000	200	12,000
Week so far...	45,078	524	36,786
Wk. ago...	32,121	631	33,414
Yr. ago...	41,572	975	33,317

*Including 273 cattle, 6,131 hogs and 396 sheep direct to packers.

SHIPMENTS			
	Cattle	Calves	Hogs
Apr. 17...	2,407	106	2,632
Apr. 18...	882	35	3,679
Apr. 19...	56	...	1,193
Apr. 21...	5,560	...	2,972
Apr. 22...	3,000	...	3,000
Apr. 23...	7,000	...	3,000
Week so far...	15,560	...	8,972
Wk. ago...	14,040	216	8,383
Yr. ago...	18,454	99	4,601

APRIL RECEIPTS			
	1958	1957	
Cattle	133,549	157,353	
Calves	2,647	4,937	
Hogs	174,462	153,415	
Sheep	19,427	29,081	

APRIL SHIPMENTS			
	1958	1957	
Cattle	64,912	72,063	
Hogs	43,148	25,426	
Sheep	10,983	8,794	

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Apr. 23:

	Week ended	Week ended
	Apr. 23	Apr. 16
Packers' purch.	\$4,626	\$6,839
Shippers' purch.	\$15,235	\$12,235
Totals	\$49,261	\$39,074

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Apr. 18, with comparisons:

	Cattle	Hogs	Sheep
Week to date	224,000	416,000	154,000
Previous week	241,000	408,000	139,000
Same wk. 1957	249,000	385,000	157,000
Totals, 1958	3,820,000	6,383,000	2,057,000
Totals, 1957	4,102,000	6,874,000	2,411,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended April 18:

	Cattle	Calves	Hogs	Sheep
Los Ang...	4,895	225	1,160	340
N. P. land...	1,725	280	1,500	1,700
San Fran...	270	15	525	440

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Apr. 23 were as follows:

CATTLE:			
	Cwt.		
Steers, ch. & pr.	\$28.00@30.00		
Steers, gd. & ch.	26.00@27.00		
Steers, stand. & gd.	23.50@25.00		
Hefers, gd. & ch.	24.00@27.00		
Cows, util. & com'l.	18.00@20.00		
Cows, can. & cut.	14.00@17.50		
Bulls, util. & com'l.	21.00@22.50		
VEALERS:			
Choice & prime	31.00@32.00		
Good & choice	28.00@31.00		
Calves, gd. & ch.	25.00@28.00		
HOGS, U.S. No. 1-3:			
180/200 lbs.	20.50@20.75		
200/220 lbs.	20.50@20.75		
220/240 lbs.	20.50@20.75		
240/260 lbs.	20.00@20.25		
Sows, U.S. No. 1-3:			
300/400 lbs.	17.50@18.00		
450/650 lbs.	16.75@17.25		
LAMBS:			
Good & choice	22.00@24.50		
Utility & good	none quoted		
Springers, gd. & pr.	25.00@28.00		

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Apr. 22 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS:					
BARROWS & GILTS:					
U.S. No. 1-3:					
120-140 lbs.	\$18.50-20.00	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs.	19.75-20.50	None qtd.	None qtd.	None qtd.	\$19.50-20.00
160-180 lbs.	20.25-21.00	\$17.50-20.50	\$19.00-19.50	\$19.50-20.25	19.75-20.50
180-200 lbs.	20.50-21.00	20.00-21.25	19.50-20.00	20.00-20.75	20.25-21.25
200-220 lbs.	20.25-21.25	20.25-21.50	19.75-20.50	20.25-20.75	20.25-21.25
220-240 lbs.	20.00-21.00	20.00-21.25	19.75-20.50	20.25-20.75	20.00-21.25
240-270 lbs.	19.50-20.75	19.75-20.25	19.25-20.25	19.25-20.75	19.50-21.25
270-300 lbs.	19.00-20.00	19.25-19.85	18.75-19.75	18.75-19.50	18.75-20.00
300-330 lbs.	None qtd.	18.75-19.25	None qtd.	18.25-19.00	None qtd.
330-360 lbs.	None qtd.	None qtd.	None qtd.	18.00-18.50	None qtd.
Medium:					
160-220 lbs.	19.75-20.25	17.00-20.25	18.50-19.50	19.00-19.75	18.50-20.00
SOWS:					
U.S. No. 1-3:					
180-270 lbs.	18.75 only	None qtd.	18.25 only	None qtd.	18.50-18.75
270-300 lbs.	18.75 only	None qtd.	18.00-18.25	18.25-18.50	18.50-18.75
300-330 lbs.	18.75 only	18.75 only	18.00-18.25	18.00-18.50	18.25-18.50
330-360 lbs.	18.50-18.75	18.25-18.75	17.75-18.00	17.75-18.25	18.25-18.50
360-400 lbs.	17.75-18.50	17.75-18.25	17.25-18.00	17.50-18.00	18.00-18.25
400-450 lbs.	17.25-18.50	17.25-18.00	17.00-17.25	17.75-18.00	17.75-18.00
450-550 lbs.	17.25-18.00	16.00-17.25	16.75-17.00	16.50-17.25	17.25-17.75
Bears & Stags:					
all wts.	15.00-16.00	14.00-15.50	14.50-15.50	14.50-15.50	None qtd.

SLAUGHTER CATTLE & CALVES:

SLAUGHTER CATTLE & CALVES:						
STEERS:						
Prime:						
700- 900	lbs..	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
900-1100	lbs..	None qtd.	29.50-33.50	None qtd.	None qtd.	None qtd.
1100-1300	lbs..	None qtd.	32.00-36.00	None qtd.	None qtd.	None qtd.
1300-1500	lbs..	None qtd.	33.00-36.00	None qtd.	31.50 only	None qtd.
Choice:						
700- 900	lbs..	28.00-32.50	27.50-29.50	27.00-28.00	27.50-29.00	27.00-31.00
900-1100	lbs..	18.25-32.50	28.00-32.00	27.50-28.50	28.00-30.00	27.00-31.50
1100-1200	lbs..	18.25-32.50	28.25-33.00	27.50-28.50	28.25-30.00	27.00-31.50
1300-1500	lbs..	18.25-32.50	28.50-33.00	27.50-28.50	28.25-30.00	27.00-31.50
Good:						
700- 900	lbs..	25.00-28.25	25.00-27.50	25.00-27.50	24.50-26.75	24.00-27.00
900-1100	lbs..	25.25-28.25	25.25-28.25	25.00-27.50	24.50-26.75	24.00-27.00
1100-1300	lbs..	25.25-28.25	25.50-28.50	25.00-27.50	24.50-26.75	24.00-27.00
Standard,						
all wts.	..	22.50-25.50	22.50-25.50	22.00-24.00	22.00-25.00	20.50-24.00
Utility,						
all wts.	..	20.00-25.50	21.00-22.50	20.00-22.00	20.00-22.00	19.00-20.50
HEIFERS:						
Prime:						
600- 800	lbs..	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
800-1000	lbs..	None qtd.	29.00-31.00	None qtd.	None qtd.	None qtd.
Choice:						
600- 800	lbs..	27.00-30.00	26.00-29.00	26.00-28.00	26.50-28.00	25.50-28.00
800-1000	lbs..	27.00-30.00	27.00-29.50	26.00-28.00	27.00-28.50	25.50-28.00
Good:						
500- 700	lbs..	24.50-27.00	24.00-26.00	24.00-26.00	24.00-26.00	23.50-25.50
700- 900	lbs..	24.25-27.00	24.50-27.00	24.00-26.00	24.00-26.00	23.50-25.50
Standard,						
all wts.	..	21.00-24.50	22.00-24.50	21.50-24.00	21.00-24.00	20.00-23.50
Utility,						
all wts.	..	19.00-21.00	19.50-22.00	20.50-21.50	19.00-21.00	18.50-20.00
COWS:						
Commercial,						
all wts.	..	19.50-21.00	20.00-21.50	19.75-21.00	19.50-20.00	19.00-20.50
Utility,						
all wts.	..	18.00-20.00	18.50-20.00	17.50-19.75	17.50-19.50	17.50-19.00
Can. & cut.,						
all wts.	..	13.00-18.50	16.00-19.25	14.50-18.00	14.50-16.50	15.00-17.50

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perience in packinghouse and wholesale meat.
Lamb and mutton man primarily with background
in beef, veal and pork. References. Located mid-
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with all phases of sausage kitchen operation
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southeastern territory. Age 42, married, good edu-
cation. W-176, THE NATIONAL PROVISIONER,
15 W. Huron St., Chicago 10, Ill.

ADMINISTRATIVE-OFFICE MANAGER: 41 year
old college graduate. Experienced in accounting,
personnel, credits, collections, taxes, insurance,
advertising, purchasing, sales. W-174, THE NATION-
AL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRODUCTION SUPERVISOR: Graduate indus-
trial engineer, 35 years old, 6 years' experience
in pork processing including canning, seeks posi-
tion leading to assistant plant manager. W-175,
THE NATIONAL PROVISIONER, 15 W. Huron St.,
Chicago 10, Ill.

YOUNG MAN: Desiring to become a sausage
maker is seeking a position as a helper to a
sausage maker. Has had some experience. W-169,
THE NATIONAL PROVISIONER, 15 W. Huron St.,
Chicago 10, Ill.

SAUSAGE MAKER: 30 years' experience in all
operations. Capable, efficient. Available immedi-
ately. W-177, THE NATIONAL PROVISIONER,
15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

TOP EXECUTIVE

ASSISTANT TO PRESIDENT: Or as general man-
ager. Broad experience in managing large and
small plants. Capable of taking full administrative
and profit responsibility of livestock buying, process-
ing, and sales. Write for detailed resume to
Box W-113, THE NATIONAL PROVISIONER,
15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: As sausage maker and
foreman, 25 years' experience. W-185, THE NATION-
AL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: COMPLETE EXPERIENCE—sales,
grading, breakup, carload or cuts. 25 years' A.M.I. West or Midwest. W-178, THE NATION-
AL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

INDUSTRIAL ENGINEER: A large midwestern
independent packer is looking for an assistant
industrial engineer. Must be qualified in plant
lay-out and packinghouse standards. State age,
experience and expected salary in first reply.
W-179, THE NATIONAL PROVISIONER, 15 W.
Huron St., Chicago 10, Ill.

COMPTROLLER WANTED: By medium sized
independent federally inspected meat packer with
6 smaller plants. A position with a future and
extra good starting salary. State complete ex-
perience, salary expected and age. Answers defi-
nitely confidential. W-160, THE NATIONAL
PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF and SMALL STOCK MANAGER

WANTED: By midwestern packer outside the
Chicago area. Must be thoroughly experienced,
mature and capable of supervising operations
from buying, to and through selling. W-168, THE
NATIONAL PROVISIONER, 15 W. Huron St.,
Chicago 10, Ill.

HELP WANTED

SALESMAN: With today's sausage meat ma-
terial the highest ever in price, our line of
additives becomes a "MUST." You can do a big
business with our excellent binder line. We spe-
cialize exclusively in binders. High albumin milk
binders, specialty cereal binders, and particularly
a brand new—just developed—high yield but low
cost wheat binder. If you are in a position to
carry a line of binders, we have a very liberal
commission set-up and a few good territories
still open. Write RALPH ETTTLINGER &
SONS, 346 W. Kinzie St., Chicago 10, Ill.

POSITIONS OPEN: THREE—top grade senior
industrial engineers, cost control work. Drafting
ability desirable. For consulting work in the
meat industry. Extensive travel necessary. ONE—
senior industrial engineer for cost work and
time study. Permanent location. Reply to
FOOD MANAGEMENT, Inc.
7339 Montgomery Road Cincinnati, Ohio

EXPERIENCED: Beef and small stock man
wanted for midwest packer. Must have knowl-
edge of slaughtering operations, handling person-
nel and sales. Excellent opportunity for ag-
gressive individual. State fully—experience and
personal history. W-162, THE NATIONAL PRO-
VISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Wanted to sell sausage
and smoked meats in Chicago area. Send
complete resume including age. All replies strictly
confidential. W-119, THE NATIONAL PRO-
VISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Non-working kill foreman, three bed
operation. Experienced only. Midwest location.
Good salary and excellent chance for advancement.
Address replies with all information to
Box W-170, THE NATIONAL PROVISIONER,
15 W. Huron St., Chicago 10, Ill.

WANTED: Experienced cattle and calf skinner
in a growing plant near Hartford, Conn. starting
at \$2.75 per hour. Send application to P. O.
Box 84, Bloomfield, Conn.



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C. H. Sturges Box 148 Winner, S. Dak.

SLAUGHTER HOUSE—Capacity 60 head of cattle daily. Equipped to handle hogs. Ready to operate. Located in the heart of central California, 3 acres of land, 2 residences, office building. Can be leased with option to buy. Contact: Mr. Asa Porter, P. O. Box 52 Star Route, Arroyo Grande, California.

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Most modern beef slaughterhouse, located in the heart of wholesale meat district, Detroit, Michigan. Fully equipped. Capacity 1200 cattle weekly. Federal inspection obtainable.

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1665 Division St., Detroit 7, Michigan

FOR SALE: Meat processing, sausage kitchen and slaughter house. New building, 9500 square feet. Located in Buffalo, N. Y. 1132 square feet of freezers and coolers. For further information write Box FS-171, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MODERNLY EQUIPPED: 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 25' x 50'. Freezer 50,000 lb. capacity. Retail store 25' x 65'.

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MEAT COOLER-LOADING DOCK-OFFICES

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WM. J. POPLACK, Pres.

MICHIGAN SHORTENING CO.

1316 Napoleon St. Detroit 7, Mich.

PLANT WANTED

WANTED TO RENT: Small bologna kitchen with smokehouse in New York area. FW-188, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MISCELLANEOUS

I WANT TO SELL: Frozen cow and bull meat—lean. Contact Mr. MORRIS CRAIN, Danville, Kentucky. Phone Danville 1942

WANTED: Prominent New York Kosher provision manufacturer desires jobbers or wholesalers for Pittsburgh, Cleveland and Detroit. Must have satisfactory references. W-56, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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- 1—Harrington Filler (60 per minute), \$5000.00 FOB Newark, N.J.
- 2—JUNIOR VOTATORS (3000# per hour) less refrigerating compressors, \$2500 each FOB Newark, N. J. JOHN ENGELHORN & SONS, 18 Avenue L, Newark 5, N. J.

SAUSAGE EQUIPMENT FOR SALE:

- 1—Buffalo Silent Cutter model 44B with 25 HP motor, 1/3 cost price—Used 9 months—\$618.68
- 1—Stainless Steel 40 gallon Steam Jacket Kettle 1/3 cost price \$69.66
- 1—Great Lakes Conveyor type Package & Label Sealer 1/3 cost price—NEW—\$275.25

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E. G. Halstead, 181 Tree Road, Sarasota, Florida

YOUR PACKAGED MEATS NEED CODE DATING

We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor Lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem

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FOR SALE: 2 Baker Model 13A, 10 1/2" x 10 1/2", two-cylinder ammonia ice machines together with 200 H.P., 440 volt, direct drive synchronous motor. New. In crates! Sacrifice! ACME ICE CO., 3004 W. 59th St., Chicago 20, Ill.

FOR SALE: Complete Anco chip steak, hamburger and fabricated meat production line, including #832 slicer and conveyor and #768 grinder extruder. Less than 6 months old. FS-181, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HYDRAULIC PUMPS

2 only—8 x 1 x 12 pumps in good condition. Will sacrifice at \$425 each. Please reply to Box FS-184, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE REASONABLE

1—Model 70-B Buffalo silent cutter, 750 lb. bowl capacity, complete with 75 H.P. motor and starter.

B. S. PINCUS CO.

755 Callowhill St., Philadelphia 23, Pa.

FOR SALE: Anco Vacuumizer. Will hold 800 pound tub truck. One year old, good working order. Write Box FS-164, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

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PITTOCK & ASSOCIATES, Glen Riddle, Penna.

EQUIPMENT WANTED

SAUSAGE LINKER MACHINE wanted. Must be in good condition. For details call KIRCHERS FINE SAUSAGE CO., 1388 Culver Road, Rochester 9, New York, Phone BUTLER 8-6890.

USED PRESCO BACON PUMPER. MUST BE IN GOOD CONDITION. BW-165, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BUSINESS OPPORTUNITY

WE ARE LOOKING FOR: Association/Investor(s), experienced preferred, to start a casing cleaning selecting plant by preference Missouri/Kansas/Middle West. Have outlets abroad whole year round. Agreement with independent packers' association also considered. W-186, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BARLANT'S WEEKLY SPECIALS

Sausage & Bacon

- 1031—CURING MACHINE: Boss "Permeator" standard model, like new \$2,200.00
9907—FROZEN MEAT CUTTER: General Mch., stainless steel, 3 HP., excellent cond. \$2,750.00
9998—SMOKEHOUSES: (2) stainless steel, 2-door unit, 6' x 8 1/2' x 7 1/2' high, w/recording instruments & all controls ea. \$1,500.00
1037—STUFFER: Globe 500 lbs., stuffing valves, air piping and tubes \$1,250.00
9758—STUFFER: Anco 500 lb. cap., reconditioned, new gaskets, valves, A-I condition \$1,175.00
1011—STUFFER: Buffalo 200 lb. cap., w/valves, horns, 1 1/2 HP. air compressor, complete \$825.00
9145—STUFFER: Globe 200#, with stuffing valves & air piping, ready to be placed in operation \$725.00
9354—HYDRAMATIC SLICER: Anco #832, for lunch-
eon meats, latest style, with stuffing valves \$2,750.00
1038—AUTOMATIC TY-LINKER: mdl. 114A \$1,050.00
9242—SAUSAGE DISPENSER: Boss, size #2, will handle 3/4 to 5 lb. \$225.00
9488—GRINDER: Boss, with brand new Buffalo 66B Heavy Duty bowl & worm, 8 1/2" plates, 25 HP. motor, excellent condition \$1,000.00
9985—GRINDER: Anco 762A, 7 1/4" plates, 20 HP. motor, Herringbone Gear Drive \$875.00
9882—SAUSAGE COOKERS: (3) Jourdan type, stainless steel, galv. iron frame, 9' x 6 1/2' x 5 1/2' wide, w/Wasco Pumps (2 1/2") overhead Sprays, Temperature Indicators ea. \$750.00
9710—SILENT CUTTER: Buffalo #45-B, 500 lb., self-empting, 10-knives, 60 HP. mtr. \$1,975.00
9319—SILENT CUTTER: Buffalo #38-B, 175 lb. cap., 15 HP., extra knives, recond., excel. cond. \$825.00
9756—LOAF DIP TANK: Advance, stainless steel, gas fired, A-I condition \$295.00
1001—HAM MOLD WASHER: Adelmann, aluminum bowl, 1/2 HP. motor \$225.00
9753—HAM MOLDS: (160) Adelmann Ham Boller Corn., stainless steel, with covers:
70—#20-2-G, 12" x 5 1/2" x 5 1/4" ea. \$13.50
60—#20-2-E, 12" x 6 1/4" x 5 1/4" ea. \$13.50
30—#26-0-E, 12 1/4" x 6 1/2" x 5 1/2" ea. \$13.50
9642—HAM MOLDS: stainless steel, with covers, like new springs, excellent condition, factory converted for use as Hoy Molds—Reduced to ea. \$12.75
508—#108 (1-0-E) 11 lbs. 11" x 5 1/2" x 4 1/2"
308—#112 (0-2-X) 11 lbs. 11" x 6" x 5 1/2"
131—#113 (0-2-G) 10 lbs. 12" x 5 1/2" x 5 1/2"
234—#114 (2-0-E) 12 lbs. 12" x 6 1/4" x 5 1/2"
63—#11A (4-0-E) 15 lbs. 12 1/4" x 6 1/2" x 5 1/2"
9838—LOAF MOLDS: (231) Globe Hoy #66-S, s.s., 10" x 4 1/2" x 4 1/4" w/covers, reduced to ea. \$6.50
9937—LOAF MOLDS: (200) stainless steel, with covers, 4" x 4" x 2 1/4" ea. \$3.50

Rendering & Lard

- 9847—LARD VOTATOR: Girdler Jr. model, first class condition \$2,450.00
9945—COOKER: 5' x 14', built for internal pressure, A.S.M.E. coded Bids requested
1030—COOKER: Anco 5' x 10', 15 HP. Bids
9451—COOKER: French Oil Mill, 4' x 9', 15 HP. motor & starter \$1,850.00
9944—BLOOD DRYERS: (4) 5' x 16', with 40 HP. mtr. & starter, A.S.M.E. coded Bids requested
1034—HYDRAULIC PRESS: Anco 300 ton, with steam pump and controls \$2,500.00
9886—EXPPELLER: Anderson R.B., 15 HP. \$2,500.00
9458—SHREDDER: Boss #705, size 26, 12 1/2" x 14 1/4" opening, w/steel base & V-belts \$1,700.00
1035—HAMMERMILL: Stedman, 30" x 24" opening, direct drive, excellent condition. Bids requested

Miscellaneous

- 1039—GEBHARDT BLOWER UNITS: (4) model 510 BHN, 17" x 10' long stainless steel pans, 4 layers tubes, heavy duty coils, humidity balancer sheets, 1/4 HP. motors, with controls & switches, ea. \$385.00
9942—PACKAGE BOILER: Cyclotherm Steam Generator, type 17250, 500 HP., 125 lbs. W.P., A.S.M.E. coded, 1532 heating surface, installed 1956, measures 6' dia. x 19' 3/4" long, uses #6 oil, can be converted to gas, w/condensate return system & controls \$15,000.00
9941—PACKAGE BOILER: Cleaver-Brooks, steam Generator, oil fired, uses #6 oil, 1000 lb. max. W.P., 150 HP., model OB-15, A.S.M.E. coded, can be converted to gas, complete w/condensate return system, pre-heater, controls, valves \$3,000.00

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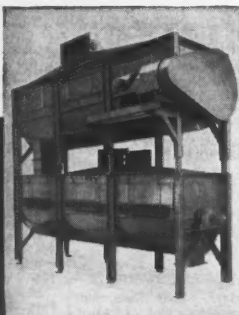
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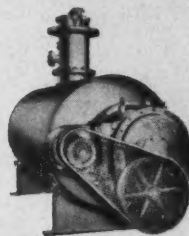
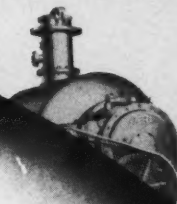
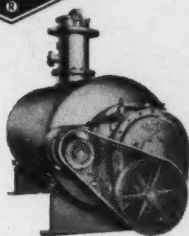
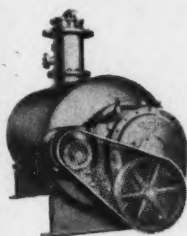
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As moisture decreases, the flow of current set up and registered by the ANCO Indicator decreases. By duplicating the flow pattern of previous cooks, the desired "End Point," or discharge time, is indicated.

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IL 26, 1958



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TRADEMARK
When extra protection is important, shoppers look for this hallmark.

It's eye appeal that makes the sale! And sales are going to the meat products packaged in Saran Wrap*. They look better . . . stay fresher in this packaging that combines appetite appeal with complete protection.

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